

THE AMERICAN PENMAN

DEVOTED TO PRACTICAL AND ORNAMENTAL PENMANSHIP

Excuted with a Pen
A. Clark

H. C. CLARK, Editor and Proprietor.

ERIE, PA., JANUARY, 1886.

Vol. 1.—No. 1.

SALUTATION.

In presenting to the public **THE AMERICAN PENMAN**, we do so with a sense of the great responsibility resting upon us, and it is not the intention to denounce the several publications that appear from time to time well filled with valuable reading relative to the interest of Penmanship and the profession in general, but to publish a strictly first-class monthly journal, contributing its share of information towards the upbuilding and maintaining of practical and ornamental Penmanship, and a business education.

The number of poor writers throughout the country is alarmingly great, and with many it is a disease rather than ignorance, for it is a conceded fact that many well educated people become imbued with the idea "that only a certain few were ever born to be good writers"; consequently they are hopelessly lost, so far as their penmanship is concerned, as Providence neglected to confer upon them the requisite gift, (?) which of course is very amusing to those who, by hard work, have attained a high degree of excellence in penmanship.

THE AMERICAN PENMAN firmly believes that good writing comes from study and practice, rather than by any so-called natural gift, although if must be admitted that for one to become eminent in any profession, he must be thoroughly in love with his chosen calling, and must have sufficient natural ability to discern between good and poor results. The majority of people cannot appreciate fine art departments in penmanship, such as embellishing, lettering, flourishing, pen drawing, &c., and not unfrequently we hear it asked: "Of what value is such knowledge or skill, can it ever be put to any practical or remunerative use?" which naturally gives rise to some discussion, and especially so of flourishing, regarding the executing of birds, eagles, scrolls, lions, &c. There are not a few good common sense business educators whose hair would be likely to turn gray at the thought of having a penman in their employ, that was at all inclined to flourish, regardless of the earnest solicitation of an admiring public, and these gentlemen will probably continue to protest against the use of flourishes until the total extirpation of the same has been accom-

plished. That flourishes skillfully executed are very attractive is not denied, and while many may bring pen flourishing into ridicule, we maintain that no penman is warranted in ignoring the practice and proper use of flourishes as contributing materially to the advantage of the penman's profession.

To those who may dissent from this opinion, the columns of **THE AMERICAN PENMAN** are open for a free and unbiased discussion, to which members of the profession are cordially invited to contribute.

THE AMERICAN PENMAN will be strictly independent in its efforts to put forth the latest ideas advanced by the different authors and publishers of the several systems of practical penmanship that are now published, or may appear in the future. It is the plain writing to which we should give particular attention, for there is no branch of education so much neglected in the common schools, and none that deserves more attention at the hands of school officers, parents and school children.

Each issue will have a lesson in practical writing and pen flourishing, to which departments it is the intention to present the ideas of the best teachers who are willing to enlighten the readers of **THE AMERICAN PENMAN** upon any theme its mission represents, and not only each member of the profession, but everybody, is invited to contribute at least fifty cents before the next number appears, and as much more as may be found convenient in short articles in relation to any practical subject.

Hoping **THE AMERICAN PENMAN** will fulfill all expectations of its friends, and that it will prove a welcome guide to those starting out on the road to successful attainments in the chirographical art, as well as to those who have reached the zenith of professional prosperity, we herewith submit the first number of **THE AMERICAN PENMAN**.

TO OUR FRIENDS.

THE AMERICAN PENMAN will be made a thorough and progressive paper, and we earnestly desire our friends to help extend its circulation until there shall not be a boy or girl, man or woman interested in good writing, that does not become a regular subscriber.

Please to send us the names of your friends whom you think likely to subscribe.

Remember **THE AMERICAN PENMAN** will be mailed regularly, until further notice, at fifty cents per year, or in clubs of six to ten at forty-five cents, or to clubs of fifteen to thirty at forty cents, and the one getting up the club may retain ten per cent. for his services.

We shall be pleased to publish short biographical sketches of young penman, and whenever practicable will print *free* *simile* of hand writing and portrait. Those desiring to contribute to the paper in this matter will please inform us and send specimens.

Every young penman should aspire to true excellence in the profession, and not only become worthy of the honor and profit conferred upon members, but take a deep interest in everything that will directly or indirectly help to elevate the standard of penmanship among all classes.

The most successful penmen are those who stand by the doctrines of truth, carefully shunning hypocrisy in building a reputation upon another's skill, as no substantial success can ever be expected when such practices are followed. "Be sure you are right, then go ahead."

Every teacher of writing should remember that he practically holds in his hands the destiny of his students in this important art, and he who gets a strong hold upon the confidence of his class will rapidly walk to the front as an instructor. "Live teachers" is the cry, and one devoid of enthusiasm is like a railway engine without fuel or water; both are powerless to do much, if any good.

Every boy and girl who is just getting a start in writing should subscribe for **THE AMERICAN PENMAN**, as it will prove very interesting. Subscribe now and you will get it one year for fifty cents.

The way to make **THE AMERICAN PENMAN** a great success is for each one receiving a sample copy to pass it around and try to secure a larger club. We hope our friends will help to circulate the "**PENMAN**" by not only subscribing but asking their acquaintances to do likewise.

PROFESSIONAL FAISIFIERS.

It is to be regretted that every profession has its frauds and quacks, but especially painful to find those who seem to take special pride in lowering the profession of penmanship by claiming to do wonderful things with the pen, when in fact they can do nothing at all, and in many cases obtain some beautiful writing or drawing from a conscientious penman and pass it off for an original design, the deceiver affixing his name as the designer, executor and originator.

THE AMERICAN PENMAN considers such things a miserable deception, and one that it will try to expose in every way possible, in order that the public may be forwarded of these dangerous impostors.

There is only one way to rid the profession of these rascals and cause the everlasting disrepute of the perpetrators of such deceptive practices, and that is to expose any one known to be palming off somebody else's writing or drawing for his own. There are a few who have recently been exposed through some one of the penmen's papers, but not all have met their fate, and it is to be earnestly hoped that every honest man in the profession will make it a part of his unqualified duty to inform the public through the columns of **THE AMERICAN PENMAN** or some one of the journals now published in the interest of good writing, of any one guilty of such a misdemeanor.

Every penman should let his work speak for itself, as he will receive much greater glory and fame in the long run, than by trying to build a reputation upon the skill of somebody else.

There is no young man or lady making an effort to obtain a good hand writing that can afford to be without **THE AMERICAN PENMAN**. The invaluable hints and lessons upon practical penmanship in each number are worth the price of subscription to any one. Remember, if you subscribe now you will get the paper one year for 50 cents.

Some one of the popular Friday morning addresses delivered to the students of Clark's College will be published in each number of **THE AMERICAN PENMAN**.

The American Penman,

Published Monthly at 60c Per Year,

By H. C. Clark, Editor and Proprietor.

Entered at the Erie Postoffice as Second Class Matter.

ERIE, PA., JANUARY, 1886.

A PRINTERIAN HINT.

A poor old printer stands silent and glum,
With types well poised 'tween finger and thumb,
And eyes slanting up expressive of doubt
If the words he has set are clearly made out,
And a look on his face that tells of his scorn
Of the old-fashioned quill and ink in a horn,
And the scrawls on his copy, meant to be words
That look like the tracks of snails or of birds.

He strains his poor eyes, and rubs up his hair,
And bites his moustache, and searches with care,
But patience, and learning, and good-natured will
Won't turn into sense these words with a quill.
He peers up and down for the cap letter O
As a key to the noun that puzzles him so—
He spies out a letter, and has it he thinks,
When lo! it's an *i* in the spelling of sphinx!

He rubs up his glasses and starts off again
To get at the thread of the intricate train,
And a tear trickles down on the end of his nose
As he carefully quarries the words of the prose.
He's doubtful of *p* and the *f* and the *j*—
"They're made just alike!" he whispers to say—
"Writ with blue ink on the end of a quill
By a government clerk, with his usual skill!"

He reads along further to get at the gist,
And scans very closely each pothook and twist;
But he finds that the *q* is made like the *g*
And the *r* and the *v* exactly agree;
And as to the caps, why the *J* is an *I*,
And that *H* is an *A* there's none will deny;
For *F* he has *T* and sometimes the *L*,
And which one is meant he can't always tell.

He finds now an *l* that looks like a *t*,
And an *i*, undotted, which answers for *e*;
And the *u* and the *n* are always alike,
And look just as though they were made with a pike.

If he wishes for *h* it's a very good *k*,
But that never stands very much in his way;
But the *a* and the *o*, when made just the same,
Are apt to confound in a tough proper name.

You may see how complete is the printer non-plussed,
But never can feel his thorough disgust,
Nor the dread that awaits the proof-reader's skill
When the poor fellow's copy is writ with a quill.

The characters found on the tombs of Luxore
Still live in the hand of Ben: Perley Poore,
And the artistic script on Belshazzar's wall
Is fairly outdone by Bob Ingersoll!

The Lowell and Holmes and Whittier quill
Has made the world cry and laugh at its will;
But, like gold in the mine, or pearl in the shell,
It taketh much labor to quarry it well.
The words that are said about each little line
You may think are profane or truly divine;
But you never may know, nor never can guess
What trouble it is to correct for the press!

O, man of great genius! think not of thyself
When wooing the muse for honor and pelf,
But strive to obtain the printer's good will
By writing quite plain, but *not* with a quill!
Think always of him who works in the night
By the glare and the flare of the hot gaslight,
Whose days are all told while yet he is young—
Who dieth unknown, while thy glory is sung!

—S. T. Bates.

The standard Pen Holder sent us by
Mr. Madarasz is well adapted to the use
of professional penmen. Read Mr. M.'s
advertisement in another column.

LESSON IN PRACTICAL PENMANSHIP.

BY S. A. DRAKE.

The art of writing, man's second tongue, should receive more attention than is accorded to it, and especially by those to whose success in many spheres of usefulness it may contribute so largely. In treating of the subject of penmanship, in the hope of awakening a greater interest in this most useful branch of education, we must necessarily devote our attention to that department of the art which may be most easily applied to use in the business pursuits of men.

People are partial to everything that gives them facility in the transaction of business, and increases their power to make money; and to engage them in the matter of writing, it is only necessary to present some feasible method of acquiring a style of penmanship adapted to universal application. Many teachers of writing and schools of penmanship fail to accomplish the most desirable results in this branch of education from giving too exclusive attention to "fine" penmanship, and not enough to practical business writing.

While a few persons may find it to their advantage to become *artistic penmen*, all should possess a *practical hand writing*, which we deem to be a style that can be executed rapidly and easily, and possessing legibility and grace. Rapidity and ease of execution are the most essential elements of a good hand writing; without these, in the press and bustle of business life, whatever degree of excellence it may possess in other respects, it will most likely be allowed to deteriorate into an unintelligible scrawl. Legibility is an important element, but it is valued more by the reader of writing than by the writer. Nine out of every ten business men write rapidly whether they make their writing legible or not, as they would rather waste some other person's time than their own. This fact alone is sufficient argument to prove that only such instruction as shall put it into the power of the student to acquire a rapid hand writing with as great a degree of legibility as may be consistent therewith, can be expected to produce any very satisfactory results in making the study of penmanship popular and progressive.

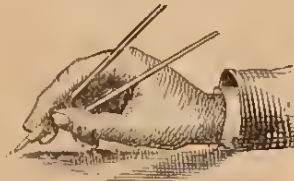
For those who wish to begin the study of *business writing*, we introduce the following suggestions and exercises:

But little can be accomplished without a correct position at the table, and an easy, gliding movement of the hand.



The above cut illustrates the correct position at the table. The position of the chair should be such that its front edge shall be even with the edge of the table. The writer should sit erect, the feet resting squarely on the floor in front, thereby tending to prevent the

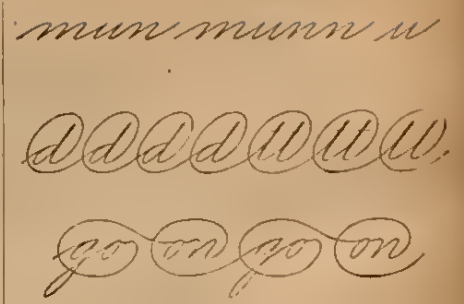
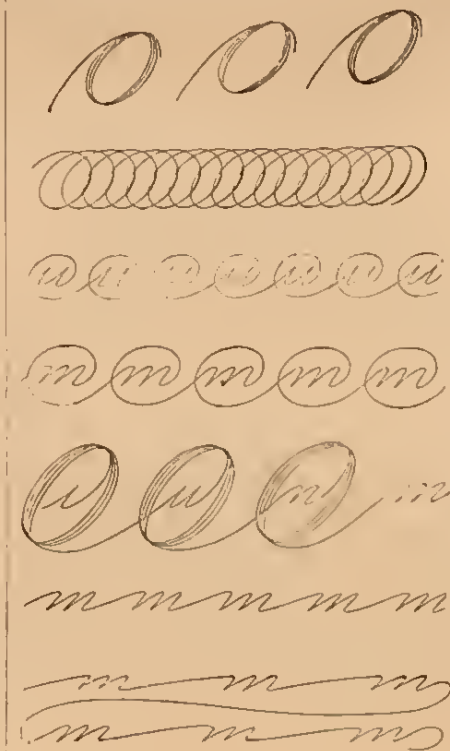
writer's leaning too heavily on the table. The arms should rest in an oblique position on the table, the points of the elbows being about two inches from its edge, the left hand serving to hold the paper in place and to support the body in an erect position, leaving the right hand free to glide lightly over the paper, which is placed so that its ruled lines shall be at right angles with the right arm. The pen should be held by the first and second fingers and the thumb, the holder crossing the second finger at the roots of the finger nail, the end of the first finger resting on the holder about an inch from the point of the pen, and the corner of the thumb resting against the side of the holder opposite the first joint of the fore finger. The holder should rest in the hollow between the knuckle joint of the first finger and the thumb, as shown by the lower line of the holder in the following cut illustrating the position of the hand and pen. The third and fourth fingers



should be turned under to serve as a rest for the hand, which at all other points should be carried clear from the table. The arm, resting on the table in an easy relaxed position, should be turned to the left, so that the end of the holder shall point directly over the right shoulder.

Assuming the above position, the student should practice on easy exercises adapted to the development of a free sliding movement of the hand from left to right in straight lines and in curves, the muscles of the forearm to serve as a pivot, at all times keeping the hand and pen in the same relative position, and permitting the third and fourth fingers, the support of the hand, to slide with the pen, describing the same movements.

The following exercises are among the most suitable for practice, with a view to the development of the *forearm* or *muscular movement*, without which no proficiency in rapid business writing can be attained. These exercises should be taken up in the order in which they are presented below, each being quite thoroughly mastered before the next is attempted. Following these, other similar combinations can be practiced with equally as good results.



To achieve success in this most useful art, the student must work diligently, observing carefully all directions in reference to the position of body, arm, hand, pen and paper, and to the exercises, to develop freedom of movement, which gives the power to execute with ease, rapidity, and accuracy the forms of letters he may afterwards study. I would urge the great importance of the *muscular movement*, for I believe a failure to comprehend its necessity is the cause of the ill-success many students meet with in realizing their anticipated skill in writing. Practice upon movement exercises is to the learner of writing, what practice upon the scales is to the learner of music, and it is as absurd for the one to commence the study of letters and words before having developed the power to strike with grace and accuracy the simplest lines and curves, as for the other to attempt to perform classical music on the piano before having practiced the scales and acquired the power to strike with ease and accuracy each individual note.

As want of space prevents an introduction of all of the letters and the manner in which they should be studied, I would merely suggest that they be taken up in a systematic order, those most simple in form to be studied first, as the small letters, *i, u, n, m*, etc., and the capitals involving the use of the *sixth principle* as *Q, X, W*, etc., these being most simple in form and easily made with the muscular movement. Following these, capitals involving the use of the *fifth principle*, as *O, C, E*, etc. By examining carefully the letters, (suitable styles of which are presented in most of the copy books in use,) it will be found that they can be arranged in groups according to their resemblance and simplicity of form, so that they may be studied to much better advantage than if taken up in the order in which they occur in the alphabet.

He who undertakes the study of penmanship in the hope of improving his style of writing must regard the art as of sufficient importance to command his most earnest efforts and careful attention. Persevering study cannot be more richly rewarded than if applied to penmanship, which in society is accepted as a rare accomplishment, and in the business world, a qualification than which none other is more highly valued.

STATEMENTS.

Writing is not a gift. It is acquired, and it is acquired only by thoughtful, patient, faithful practice.

What some people call "flourish" in ordinary writing is only keeping up, "off times," of that freedom and ease of motion, without which no writing is practical.

Shade is not essential, and by some considered positively objectionable in ordinary writing.

Metal-tipped penholders are positively detrimental. They cause "gripping of the holder," "cramped fingers," and a consequent slow, jerky motion, ruining the form of the letters and the motion with which they should be executed.

A. E. PARSONS,
Wilton Junction, Iowa.

Nov. 24, 1885.

CORRESPONDENCE.

Leo H. Dawson, Cincinnati, O., encloses in a well-written letter his subscription.

W. J. Kinsley, of Shenandoah, Iowa, in a magnificently written letter, encloses his subscription.

Williams & Rogers, Rochester, N. Y., sends a beautiful written letter. Prof. Williams is a fine penman.

C. A. French, P. O., Boston, Mass., favors us with his subscription and that of F. C. Irving, in a well-written letter.

C. H. Pierce, of Keokuk, Ia., gratifies us with one of his characteristic letters. Pierce is a man of ideas, and when he lets loose, look out.

H. Russell, of the Joliet (Ill.) Business College, writes encouragingly to THE AMERICAN PENMAN, and he promises to become a regular correspondent. He is a good man in the profession.

C. M. Faulk, Principal of the Penmanship Department of Macomb Normal College, Macomb, Ill., sends a beautifully written letter.

C. G. Swensburg, Grand Rapids, Mich., favors us with copies of his *College Journal*, which are well filled with pertinent matter relative to his college.

Robert Philip, Designer and Engraver on Wood, Sacramento, Cal., will exhibit a specimen of his skill in a future number of THE AMERICAN PENMAN.

D. B. Williams, Penman at Bryant's Business College, Chicago, Ill., favors us with a beautifully written letter and a superb set of capital letters. He is one of the finest penmen in the west.

W. H. Patrick, Penman at Sadler's Business College, Baltimore, Md., sends a beautifully written letter. Mr. P. is well-known as a superior penman and successful teacher.

W. H. Lothrop, of South Boston, Mass., encloses his subscription in a beautifully written letter. He promises to contribute to the columns of THE AMERICAN PENMAN.

C. C. Curtis, in a beautifully written letter, encloses fifty cents for THE AMERICAN PENMAN.

Mr. C. has Commercial Colleges at Minneapolis and St. Paul, Minn.

A. E. Parsons, Wilton Junction, Iowa, sends a beautifully written letter, the penmanship indicating a high degree of skill. He seems to be enthusiastic in behalf of the chirographic art.

H. S. Kneeland, Chadville, Mich., encloses his subscription in a beautifully written letter. He says: "As a student of writing, I hail THE AMERICAN PENMAN with delight."

H. W. Flinkinger, College of Commerce, Philadelphia, in a beautiful letter, wishes us "abundant success." Mr. F. is one of America's most eminent penmen.

Dr. W. F. Roth, of Manheim, Pa., sends a letter, the writing of which is superior

to many professional penmen. We expect to have the pleasure of presenting to the readers of THE AMERICAN PENMAN several articles from his pen.

E. L. Burnett, Business College, Providence, R. I., encloses his subscription in one of his finely written letters. Mr. B. is an able and popular teacher of penmanship.

J. F. Burner, Elko, Nev., encloses specimens of his writing with his subscription, and promises to secure a club for THE AMERICAN PENMAN. We hope others will do likewise.

W. W. Phipps, International Business College, East Saginaw, Mich., reports his school to be in a very prosperous condition, which serves Mr. Phipps just right. He is a fine penman and an excellent teacher.

A. N. Palmer, editor of the *Western Reporter*, Chicago, says: "We welcome THE AMERICAN PENMAN to our ranks and wish it unbounded success."

Thanks; your kind wishes are appreciated.

O. C. Dorney, a student of H. W. Kibbe, Utica, N. Y., says: "I hope

U. McKee, of Oberlin, O., favors us with his subscription in one of the best written letters received.

Bro. McKee is a popular penman, and made it so hot for Michel that he retreated to Delaware. Good for McKee.

W. D. Showalter, Secretary of Bayliss' Business College, Duquesne, Iowa, says: "I know of no one in the profession more able to conduct a penman's paper, and you have my best wishes for success." We trust Mr. S. will find his ideal in THE AMERICAN PENMAN.

E. C. Davis, Providence, R. I., says: "Wishing to encourage the birth and success of THE AMERICAN PENMAN, as I believe such a paper is of great benefit to the masses, I enclose my subscription." Mr. D. is right.

D. H. Snoko, Business College, South Bend, Ind., encloses very creditable specimens of card writing and flourishing. He says: "I like the name with which you have christened THE AMERICAN PENMAN, and trust it will be a genuine American success."

E. K. Isaacs, Valparaiso, Ind., in a beautifully written letter, says he will

H. W. Kibbe, of Utica, N. Y., sends \$1 for THE AMERICAN PENMAN, a copy to be sent to his address and one to O. C. Dorney, of Allentown, Pa.

Mr. Kibbe is an artist in penmanship, and a successful teacher. His letter contained the first cash subscription received.

W. J. Hart, Haddonfield, N. J., says: "Enclosed please find \$1 for my subscription to THE AMERICAN PENMAN." He writes a beautiful hand, and evidently anticipates much pleasure and good wishes for the welfare of THE PENMAN, as he encloses a larger sum by one-half than was necessary.

C. G. Prince, Secretary of Clark's Business College, Erie, Pa., writes a skillful hand and is destined to hold the fort as the "Prince" of Penmen. THE AMERICAN PENMAN wrappers were addressed by him, and our readers can judge for themselves as to his ability.

M. B. Cooper, one of the proprietors and Principal of the Actual Business Department of the Capital City Commercial College, Columbus, Ohio, encloses his subscription in a letter, the writing of which would be a credit to

any professional penman. Mr. C. thinks he cannot afford to be without THE AMERICAN PENMAN.

J. P. Medsgar, Jacob's Creek, Pa., in a beautiful specimen of box marking, says: "If THE AMERICAN PENMAN is as good as what generally comes from your Institution, you can expect my support." Mr. Medsgar was a former student in the Penmanship Department of Clark's College, and is a superior penman.

Henry C. Spencer, Washington, D. C., late President of the Business Educators' Association of America, subscribes for THE AMERICAN PENMAN and contributes the poem in this issue known as "A Printer's Hint." Mr. S. is a live man in the profession, and is principal of one of our leading business colleges.

S. A. Drake, Associate Teacher of Penmanship in Clark's College, Erie, Pa., who has given the lesson in this issue of THE AMERICAN PENMAN, is a thorough scholar, and though doing something in methods of teaching, to penmen generally, nevertheless his lesson is well worth reading and practicing.

C. M. Robinson, Principal of the Union Business College, Lafayette, Ind., in a well written letter, says: "I will be pleased to do all I can for THE AMERICAN PENMAN. I enclose \$1 for two copies."

Prof. Robinson also encloses specimen copy of his "New Exercise Book," which seems well adapted to learning movement exercises. Our readers may expect a lesson from him in the February number.

A. Bushnell, 105 S. 4th Street, Philadelphia, Pa., favors us with a sample of his new copying book, which is the handiest thing we have ever used. It is superior to the old machine process, as it is easily carried about in a pouch, and a copy of a letter can be taken with less trouble, producing even better results. It only costs \$1, and to any one in need of a copying book it is worth much more.



THE AMERICAN PENMAN will live long and prosper," which good wishes we hope to experience, in having the best penman's paper published.

Thomas May Pierce, Principal of Pierce's College of Business, Philadelphia, Pa., favors us with his subscription. Mr. Pierce stands high as an able and influential business educator.

O. M. Powers, principal of the Metropolitan Business College, Chicago, Ill., says: "I certainly wish you success with your new publication," etc. Mr. P. is publisher of the "Complete Accountant," a popular treatise on the science of book-keeping.

H. B. Bryant, Chicago, Ill., sends us a copy of his Manual of Book-keeping, which appears to be all the author claims for a six weeks' course in accounts. Circulars giving full particulars of the work may be had by addressing Mr. Bryant.

W. N. Ferris, Big Rapids, Mich., writes us a beautiful letter and also promises to contribute to the columns of THE AMERICAN PENMAN.

Mr. F. enjoys the reputation of being an excellent penman and a scholarly gentleman.

contribute an article each month upon some department of penmanship.

Mr. I. is a first-class penman and teacher, and our readers may expect something interesting from his pen. We also acknowledge the receipt of several beautiful slips of writing and flourishing.

R. F. Moore, Terrell, Texas, Professor of Penmanship in the Glendale Institute, writes that he has one hundred students, and heartily welcomes the forthcoming AMERICAN PENMAN, promising to do all in his power to extend its circulation. He is in a position to do good work.

L. Madarasz, of New York, who has a national reputation as a superior card writer, encloses a few samples that are exceedingly fine. He certainly stands at the head as a card writer. He also sends an elegantly written letter and flourished eagle, that are seldom if ever excelled.

D. T. Ames, publisher of the *Penman's Art Journal*, New York, says: "I shall give you no cold shoulder, and there will be no jealousy between the *Journal* and THE AMERICAN PENMAN."

That is right; we shall try to merit the good opinion of all, and THE AMERICAN PENMAN will reciprocate

The American Penman,

Published Monthly at 60c Per Year,

By H. C. Clark, Editor and Proprietor,
Erie, Pa.

Single copies of THE AMERICAN PENMAN will be mailed to any address on receipt of 6 cents. Sample copies until further notice sent free.

ADVERTISING RATES.

	1 mo.	3 mos.	6 mos.	1 year.
One Column.....	\$25 00	\$55 00	\$100 00	\$145 00
Half Column.....	13 00	30 00	55 00	85 00
Quarter Column.....	7 00	16 00	35 00	55 00
One Inch.....	2 25	5 00	8 00	14 00

Until further notice we will give a reduction of 40 per cent. from above rates to all advertisers paying cash within 60 days from date of contract.

Reading matter will be inserted at 20 cents per line. Nine words make a line, and no discount is given on Reading Matter Rates.

All advertisements of \$5 or less must be paid in advance.

SPECIAL INDUCEMENT.

It is the intention to make THE AMERICAN PENMAN one of the best of its class, and we desire thousands of subscribers from all parts of the country, and all persons subscribing before January 1st, 1886, will receive a copy one year for 50 cents. When a club of 6 to 10 is sent, it will be furnished for 45 cents each, and a club from 10 to 30 or more, will receive it at 40 cents each.

PREMIUMS.

We have made arrangements with the publisher of the *Southern Progress*, a new and desirable magazine published in Chattanooga, Tenn., to furnish our subscribers with both THE AMERICAN PENMAN and the *Southern Progress* one year for \$1.00, which is the subscription price of the "Progress" alone.

To all persons interesting themselves in behalf of THE AMERICAN PENMAN and sending clubs of two or more, a discount of 10 per cent. will be given the one sending the club on all subscriptions forwarded to THE AMERICAN PENMAN. We prefer to give cash premiums to those securing clubs, and this rule will be invariably followed.

Remittances should be made by N. Y. Draft, P. O. Money Order, Postal Note, or Registered Letter, to

H. C. CLARK, Publisher, Erie, Pa.

TO OUR READERS.

We have just perfected an exceedingly favorable arrangement with the publishers of the *Southern Progress*, a bi-monthly of 60 to 100 pages, devoted to health, happiness and the up-building of the South, printed at Chattanooga, Tenn. Dr. Robbins has been engaged as editor of the new publication. He was formerly an editor of Northwestern Pennsylvania, and for several years past a traveling correspondent for leading dailies. His descriptive writings from the West and South have been perused with pleasure and profit by many of our readers. The doctor has advanced ideas on health and happiness, and his philanthropic views in that direction, are perhaps excelled only by Dr. Dio Lewis, of New York. The *Progress* is well worth its published price (\$1.00 per annum), but to subscribers paying in advance it will be sent for 1886 with our paper at \$1.00 for both. Subscribe at once. Address

THE AMERICAN PENMAN,
Lock Box 76. Erie, Pa.

We have received advance pages of the *Southern Progress*, a bi-monthly magazine devoted to health, happiness and the advancement of the South. Our old friend, Dr. D. P. Robbins, formerly of this city, is wielding the pen and scissors, and from his well-known ability as a writer, editor and manager, we do not hesitate to say that the

new enterprise will be a pronounced success. Read the special notice, "To Our Readers," in another column, as to clubbing prices with the PENMAN.

SHOULD FINE PENMANSHIP BE ENCOURAGED?

There seems to be no inconsiderable number of people who advocate the discontinuance of what may be termed fine penmanship, and would offer instead the old-fashioned round hand, which is claimed to be much easier to read, giving advantages in learning to write, which the present styles mostly used do not. But it must be confessed that while the old-fashioned round hand is plain, devoid of flourishes, &c., its tendency is toward a slow and awkward movement, which, if carried into practice, would prove a formidable obstacle to the work of correspondents and book-keepers. Business men are constantly demanding legibility and speed, and are not after that sort of writing having the largest number of hair lines or flourishes, but want such a style as will look neat, being perfectly plain, and free from superfluous lines not materially contributing to the finish or plainness of the letter. Such a hand is what common sense demands, and one that the professional penman must be able to write and teach, or else he will fail in his efforts to instruct the boys and girls in his school those principles of business which they will be called upon to use in every day life.

There is no disguising the fact that many of our professional writing teachers seem to care more for the delicate hair line or the evenness of the shade, than for the actual legibility and speed necessary to practicality. The motto: "Teach your boys that which they will practice when they become men," pertains to writing as well as other branches of practical education, and if the teacher of writing is anxious to comply with the solicitations of the business community, he must put himself in a position to teach a good business hand, and not pay too much attention to perfect forms, at the cost of not giving the public such a style of penmanship as will be adapted to the requirements of a business man. The old-fashioned round hand should not be encouraged, but any of the systems now published are good enough to draw from, to obtain such styles of letters as will be the pride of accountants and correspondents.

THE AMERICAN PENMAN will be pleased to publish the views entertained by business men upon the subject of practical writing, and respectfully solicits the same.

MICHAEL'S PREVARICATIONS.

He then showed from examination papers, improvement made by the children in the schools of Erie, their ages ranging from twelve to fourteen years.

D. T. AMES.

Daniel T. Ames in writing up the debate between Prof. Clark and ourselves, manufactured the above falsehood. We will donate to Ames a negotiable check for \$500 to find the above

assertion in Prof. Clark's speech, which we will print in full in the next issue of the *Advocate*. Ames, let us inform you that Prof. Clark knew better than to go to the *Erie public schools* to get specimens of penmanship to exhibit when discussing the negative side of the question. Prof. Clark sent off to H. C. Spencer, of Washington, D. C., to get specimens to exhibit to the judges on the evening of the debate. Spencerian copy books were used in the public schools of Erie, Pennsylvania, and of course it was wise for the affirmative (G. W. Michael) to obtain specimens therefrom, as he did.

The above article is clipped from "Michael's *Advocate of Rapid Writing and Business Education*," which has been before the public altogether too long for policy sake, and was some few months ago branded by Prof. Ames, publisher of the *Penman's Art Journal*, as "The *Slang Advocate*," which of course puts Michael in bad light, and his paper is certainly a disgrace to modern civilization.

Mr. Michael a few months ago issued a challenge to debate the merits of the copy book system of teaching writing, to any teacher in the United States.

His challenge was accepted, and he came to Erie May 22d last, and he was effectual beaten in his attempt to prove that the copy book should be abolished from the public schools. Three gentlemen, all professional teachers, sitting as referees, listened very attentively, rendering an impartial decision according to the argument, produced, and ever since Michael has been misrepresenting the facts as brought out in the debate, which of course can not be wondered at, according to the unwholesome reputation he has acquired as a defamer of the truth.

We reply to the points taken by Michael in the above article, as follows:

First—Prof. Ames never wrote up the debate, as alleged by Michael, and even if he did, the article to which Michael takes exceptions is true, as we produced upwards of 500 specimens from the public schools of Erie, showing a fine improvement from copy book instruction.

Secondly—Mr. Michael has never seen the negative's speech printed in full, as only a summary was ever published, and that appeared in "CLARK'S COLLEGE QUARTERLY."

Thirdly—The specimens of students' improvement in the public schools of Washington, D. C., were furnished by the Superintendent of Public Schools in that city, and were undoubtedly effective in disproving Michael's vague theory regarding the improper use of copy books.

Fourthly—Michael never presented a single specimen or scrap of paper showing the improvement of any student in Erie or anywhere else, and he knows better than to publish any such thing.

The facts are, his whole speech was a miserable failure, and proved a great disappointment to the audience and the negative of the question, as it was generally thought that the "Goliath" of Oberlin would annihilate the negative side, so as to disable him and

every one else for life that attempted to defend the copy book.

Had we known so much about Michael at the time the debate took place as we do now, we should have promptly declined having anything to do with such a slanderer and abuser of the best system of practical writing published.

It may not be generally known that Michael is a failure as a teacher, as he has never turned out a good writer in his whole career of unusefulness, and during the past three years has not had but one good penman in his school, and he is admittedly a student of other professional penmen, which illustrates the superior (?) methods of Michael as an instructor in penmanship.

Perhaps there are more congenial professions where Michael could excel, but in our opinion it is getting altogether too hot for him in the field of penmanship, and he should at once identify himself with a barbaric race where he could possibly become a chief, or at least find such company as is most suitable to his tastes and educational qualifications.

In the future we shall decline to recognize the theories and unreasonable ideas advocated by Mr. Michael, as he was expelled from the Business Educators' Association of America, and therefore is not a member of any standing in the profession.

THE following letter answers the insinuation made by G. W. Michael as to the specimens used in debate with him last May:

WASHINGTON, D. C., Nov. 20, 1885.

Prof. H. C. Clark, Erie, Pa.:

Dear Sir—The "Specimens of Composition and Penmanship" sent to you from this city, to be used in your public debate, were prepared entirely by the pupils in our public schools, in the presence of examiners, and the time allowed was thirty minutes.

These facts were certified on each package in my hand, as clerk of the Superintendent and secretary of the Board of Trustees.

Washington schools have produced large quantities of such examination papers, which are indisputable evidence of the excellence of the Spencerian system as presented in the copy books, taught by the regular public school instructors.

Very respectfully,

C. B. RHEEM.

LOOK OUT FOR HIM!

It has come to our notice that one A. Tigniere, of New Orleans, La., is claiming to have received silver medals on his penmanship at the New Orleans Exhibition over other well-known penmen, and as D. L. Musselman, of Quincy, Ill., was the only one in the profession making an exhibit, it would seem as though this man Tigniere had a superfluous amount of cheek, even exceeding that of any man before exposed for similar practices.

We believe he is the same man who a few years ago had a place of business in Indiana, and obtained a large number of subscribers for *The Penman's Art Journal*, but the publisher never received the money, consequently we think Tigniere failed to remit.

Look out for him. He will undoubtedly bear watching.

ADDRESS BY H. A. STRONG, ESQ.,

To the Students of Clark's College, Erie, Pa.,
Friday Morning, October 23, 1885.(Specially reported for "THE AMERICAN PENMAN"
by Prof. H. E. Whitman, M. Ph., Instructor in Pen-
manship, Clark's College.)

Mr. President, Ladies and Gentlemen—
I feel that a few words of apology are necessary to preface the few words that I shall say this morning. Some six weeks ago I was waited upon by your honorable President and invited to join the corps of lecturers for the coming year. I promised with the proviso that it was to be in the last part of the year. He asked me to take something out of the regular line of my business, and I also promised to do this. Now a promise is a very easy thing for me to make. The other day I was waited upon by the speaker who was to have been here this morning, who informed me that I had

The topic that I have taken this morning is "The Law of Commercial Paper," that is, bills, paper money, notes, drafts, and bills of exchange. All these are comparatively of recent origin. In former times there was no such thing as having goods for sale, everything was bought and sold by barter. If I wanted a pair of boots I would go to my boot-maker and tell him that I would give him so much legal advice in return for the boots. The farmer would go to the maker of cotton goods and say that he would give him so much farm produce for cloth that the farmer needed for his wife and daughters. Of course all this was done by giving an equivalent in every case. The other day a man came to me and said that he needed help and that he would exchange farm produce, such as butter, eggs, chickens, etc. But if I would go to the shoemaker now and say I needed a pair of shoes,

and placed upon it the amount of actual produce which it would purchase. But the last and most important step of the whole is the sale and purchase of commercial paper. I will make an estimate of the business transacted in New York for one day. How much gold and silver do you suppose passes from hand to hand in the payment of debts? I can safely say that not five per cent. of the whole amount is other than Notes, Foreign and Inland Bills of Exchange and other commercial papers. These represent actual amounts and are, by the law of commerce, equivalent to that much cash. Now allow me to hold your attention as a teacher for a few moments and I will explain this more fully. You young men and women who are to go out in the world and take the hard knocks that are necessary, many of you will possibly not be able to afford the assistance of a lawyer, so if you pay

on my promise if possible, but I cannot as long as I am worth one hundred dollars. I say "Thirty days after date I promise," and I am obliged to pay. The form of the note may be varied, but all must say "I promise." This form of a note is "negotiable," that is, it can be sold, as H. C. Clark can put his name on the back and I will have to pay the money to the one who holds the note at the end of the time, but if the words "or order" were omitted, the note would be "non-negotiable," and of no use to any one except H. C. Clark. The note may say "to H. C. Clark or bearer," and it would then be negotiable. Here is another kind of "Promissory Note" (Here the speaker holds up a dollar bill) If you have read what it says on the note you will have noticed that it says "The United States Treasury will pay to bearer upon presentation." The statutes provides that a Promissory



got to speak—remember, got to speak—this morning, as he was called away from the city on business and could not appear before you this morning. I remember of reading of Prof. Holmes when in the same predicament. Rufus Choate, the silver-tongued orator, was invited to lecture before Dartmouth College, but a few days before the time he was called away on business, and going to Holmes, said that Holmes would have to take his place that time; he did not ask him to do it, but said he would have to do so. Holmes is a regular good fellow and a great punster; so while he was on the train on his way to Dartmouth College a man asked him whether he was the lecturer for that morning, but Holmes said that he was only the shadow of the lecturer and would not try to fill his place, but would just rattle around a while and do his best. Well, this is just my fix this morning. I shall rattle around and do the best I am able to do, and so you must try and bear me out.

and in return would give him legal advice, he would say that he could not afford that, as his stock cost him money, and he did not use the legal advice. He could not readily sell my advice, but he could my note or the currency I should give him. This is termed an exchange, and things of equal value are given. Gradually the demand for these things increased, then gold and silver was discovered. These had a fixed and certain value, so a man could exchange them for those things which he most needed. There was no money in Abraham's time. When his wife died and he wanted to bury her in a cave, according to the custom of the times, he went to the owner of the field where there were some caves, and made a bargain with him for a cave. Abraham then weighed out 300 shekels of silver to pay the man. You see in this that money was weighed out and was worth so much an ounce. The next step in this direction was the use of the stamp which gave the coin,

careful attention I will try and give you some good advice. You will probably very often desire such advice, and in many cases it will be necessary. Poor Sturgeon found it advisable to take the advice of his lawyer and fly when there was no other way of escape.

In the first place I would impress upon your minds the idea of a promise. You thereby bind yourselves to do something at a certain time; it may be the payment of a bill, the lending of money, or even taking a lady to the opera. These are all promises and must be fulfilled. Now look at this (pointing to the following Promissory Note which was written upon the blackboard):

\$100.00.

ERIE, PA., Oct. 23, 1885.
Thirty days after date I promise to pay H. C. Clark or order, One Hundred Dollars, with interest.

H. A. STRONG.

This is a promise that I will do this; if I was dishonest I would go back

Note like this on the board will be outlawed in six years, and after that it is impossible to get anything for it, but a "Promissory Note" of this class (holding up the dollar bill) is never outlawed and the gold or silver can be secured at any time as long as the bill remains. It has often happened that bills have been burned up, but the ashes were sent to the U. S. Treasury and there examined, and if found to be all right the money was sent to the person who held the "Promissory Note." The man who made the note is called the "maker," and the one to whom it is to be paid is called the "payee," but in law we say the "maker" is the "promisor," and the "payee" is the "promisee." The signature attached to any note is the sign whether it is good or bad. No two men have exactly the same style of writing, so there is no great danger in confounding the signatures.

It is important to have a legible hand; I am so unfortunate that I am unable to

INDUSTRY NECESSARY TO SECURE GOOD PENMANSHIP.

BY PROF. H. RUSSELL JOLIST, ILL.

Ho! all who labor, all who toil, ye wield a lofty power.
Do with your might, do with your strength, fill every golden hour.

One of the main reasons that so comparatively few acquire good penmanship is from an after lack of realising sense of the amount of labor necessary to secure the result. We see young aspirants who expect by a few weeks practice to become the greatest living penman, fail. The hunching writing master who has made the people believe, and especially those who know nothing of penmanship, that he could teach them all about it in twelve short lessons, is of course responsible for a vast amount of mischief. (But if he were never known to do it in the lowering days of autumn.) By and by the poor, foolish, deluded young man who has listened to the soft seductive words of the hunching teacher, is awakened to the truth and he finds, as many another before him has learned by bitter experience, that there is no success without great labor. If every teacher would, by earnest appeals and example, impress this fact upon his pupils, we should see far less failure among our young men. He should labor earnestly to make them understand that success is not won by luck or glittering tricks, but is possible only to those who are ready to work for it. He should urge upon them the scores of aids and helps to cheer him on to success. Among these are our penman papers, who are doing a grand work. The experience of veteran teachers who have achieved the grandest success is given for him to imitate, and upon every hand the words of encouragement and sympathy that greet him is abundant evidence that he can succeed if he has the will to work on. How different were things twenty-five years ago, when I first commenced to teach penmanship. Then there was a dense ignorance and prejudice against teachers of penmanship, and none but those possessed of indomitable courage would try teaching, and hundreds that I knew failed most miserably because they lacked the two great essentials—heart and Work. True grit says one of the most eminent divines that this country ever produced, is what gave us success, and the same admirable doctrine might probably be truthfully reiterated by those who have achieved success in every rank and sphere in life, and upon every reader of your paper I would like to impress this fact.

On life's career, battle they only prevail,
Who daily march onward and never say fail.

Constance Burneth
Penman.
Bryant & Stratton Business College,
PROVIDENCE, R. I.

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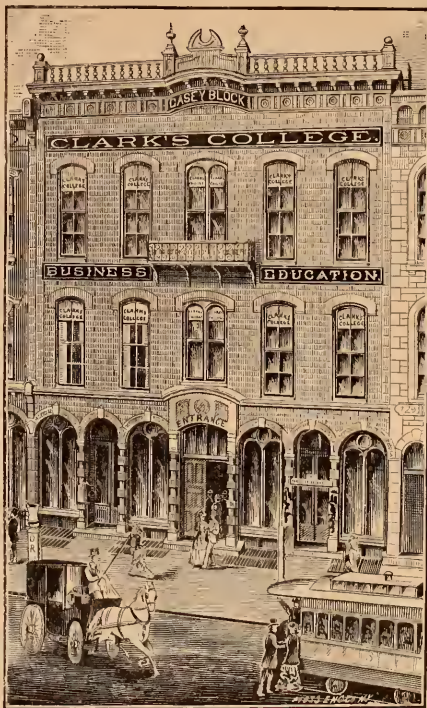
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This Institution is attracting students from all parts of the United States and Canada, and is now considered the representative Business College of America. It claims points of superiority in its general course of study, in presenting the best course of actual business practice and theoretical book-keeping ever devised. It has a national reputation, and its graduates are filling many important positions of trust, to the delight and satisfaction of their employers. The following unsolicited notice clipped from the *Eric Sunday Gazette* of Dec. 8, 1885, shows how the College is regarded at home:

CLARK'S COLLEGE.

Clark's College is an institution of which Erie people should be proud. Commencing two years ago with two professors and with but two students for them to instruct, it has grown until today there is no other city in the country the size of Erie an institution of the kind which has more pupils, much promise, a better reputation for giving thorough business education. Its president, Prof. H. C. Clark, is a hustler to whom every one looks up. At present there are in regular attendance over two hundred students, who come from twenty-two different cities. The attendance for the present year will reach fully five hundred. The faculty, with the exception of the English, Prof. S. S. Spaulding, actual business, Prof. S. A. Drake, book-keeping and penmanship, Prof. C. F. McWhorter, book-keeping and arithmetic, Prof. Corwin H. Mallory, English training, Prof. G. W. Prieser, penmanship, Prof. H. C. Williams, stenography and type writing. All are gentlemen whose reputations for scholarly attainments are more than local. One feature which has proved very popular is a lecture each Friday by some prominent gentleman of the city. The College thus far has had a very prosperous career, and with such an enterprising gentleman as Prof. Clark at its head, there is no reason why it should not continue to flourish.



Catalogue giving full particulars mailed to any address. More than 200 students are in daily attendance, the College occupying the entire two floors of the elegant Casey Block, Nos. 725 and 727 State Street. Those intending to enter the College are cordially invited to investigate the excellent advantages of Clark's College.

H. C. CLARK, President.



The Celebrated Muscular Movement Penman,
OF CHICAGO,
If he placed his work before the best critics in the profession, and they were unanimously pronounced it simply remarkable.
If you wish some of my work, an article I can send you something that will fill your heart with admiration.

For 26 Cents

In Stamp, your choice of the following will be mailed.
UNIQUE FLOURISH,
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One Dozen Cards with Name,
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Or all of the above for **ONE DOLLAR.**

If you wish to get some of this

PENMAN'S PERFECT PENS,

which I use, are will be mailed for **40 Cents.** If you don't like them you must not feel obliged to use them. I think they are superior to any on earth. I shall be pleased to send you a set of the style of instruction, I give a

Through Course of 12 Lessons for \$5.00.

"Your capitals are among the finest I have ever seen, your penmanship is remarkable."—W. Dahn, Tulsa, New York.

"The artistic dash and beauty which characterizes your work is simply marvellous."—A. D. Taylor, Chicago, Ill.

"One of the very best writers in the country."—The Western Pioneer, Chicago.

"Mr. Williams is a very fine penman and a gentleman."—B. L. Macomber, Quincy, Ill.

"Your work is magnificent."—J. P. Bond, Knoxville, Ga.

"D. B. Williams is a fine penman, a good teacher, and a reliable gentleman."—O. B. Edwards, Chicago, Ill.

"Your writing compares with that of the finest penmen in the world."—H. H. Gibson, Ga.

All requests for free specimens will be ignored. Time is money. Two-cent stamp taken for any amount.

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Bryant's Business College, Chicago,
Illinois.

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—AND—

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THE AMERICAN PENMAN

DEVOTED TO PRACTICAL AND ORNAMENTAL PENMANSHIP

ENTERED AT THE POST-OFFICE AT ERIE, PA., AS SECOND-CLASS MATTER.

H. C. CLARK, Editor and Proprietor.
S. A. DRAKE, Associate Editor.

ERIE, PA., FEBRUARY, 1886.

Vol. 1—No. 2.

The regular writing lesson, which should have appeared in this number, is crowded out to give room for Prof. W. P. Cooper's excellent article, "For THE AMERICAN PENMAN," which will prove fully as interesting as any thing we could have published.

A GENTLEMAN in this city recently undertook to test his speed in writing with a pen, against the skill of an operator of the type writer. The subject to be written was the Lord's Prayer, and in all probability the penman would have won, had he known the words of the prayer a little better. As it was, he suffered defeat.

The *Penman's Art Journal*, in a recent number, attacks the compendium publications with great severity. We shall be pleased to receive the opinions of those who have used the compendium, for publication in THE AMERICAN PENMAN, and a friendly discussion of the merits of any one of the several compendiums now published, is in order.

THERE is a larger number of young men and women attending business colleges than ever before, which is gratifying to college principals, and at the same time indicates the drift of popular education away from classical schools. There is no doubt that business colleges are soon to become the acknowledged superiors of all other schools, as far as a practical education goes.

THE AMERICAN PENMAN is receiving a very cordial and liberal patronage from penmen, business educators, students, and those interested in the chirographic art, which is encouraging indeed. We sincerely hope that our friends will help to extend its circulation until there shall be no professional writing teacher, or admirer of good penmanship, who does not receive it regularly.

EXTENSIVE preparations are being made to insure the success of the next meeting of the Business Educators' Association of America, which is to convene in New York City July next. Every reputable teacher of writing or of other commercial branches, is eligible to membership, and it is hoped that every life teacher will be ready and willing to do whatever he can in bringing about a large attendance.

THE COLLEGES AND PUBLIC LIFE.

Only eight of New York's thirty-six Representatives in Congress enjoy college training. Mr. Belmont is a Harvard man, Mr. Hewitt is a graduate of Columbia, Mr. Merriam of Harvard, Mr. Vile of West Point, Mr. Adams of the College of the City of New York, Mr. Spriggs of Union, Mr. Mallard of Williams, Mr. Payne of Rochester University.

Messrs. Felix and Timothy J. Campbell, Mr. Pulitzer, Mr. James, Mr. Mahone, Mr. Muller, Mr. Bliss, and Mr. Dowdney, who complete the list of New York City and Brooklyn members, enjoyed only common school privileges, as did Messrs. Hiscock, Duvenport, and other members from the interior.

The proportion of college men in the New York delegation is as large as in any other State delegation. College men seem to find it to grasp the prizes of life. Grover (Cleveland), Thomas F. Bayard, Samuel J. Randall, John G. Carlisle, George F. Edmunds, and John Sherman, who are intellectually our greatest public men, did not go to college.

A few collegians, however, have made their way to the front. William Maxwell Evans took a sheepskin at Yale, James Donald Cameron bears the imprint of good old Presbyterian Princeton, and John Alexander Logan was polished off at Louisville University.—*New York Sun*.

The above list of prominent men, mostly from New York, rank among the wisest of our statesmen, and as it will be seen that very few of them are graduates of literary colleges, it would seem that such institutions can not justly lay claim to any great superiority in the way of fitting men for public life, even over our common schools.

BOOK AND EXCHANGE ITEMS.

The *Penman's Art Journal* for December is a very interesting number, the special and most attractive feature being Prof. E. K. Isaac's writing lesson. It is a beautiful journal well worth the subscription asked D. T. Ames, Publisher, 205 Broadway, N.Y.

The *Penman's Gazette* comes to hand enlarged and improved, which makes it a very desirable paper. It has undertaken to give regular lessons in book-keeping and stenography in addition to penmanship, and we hope it will prove a success. The G. A. Gaskell Publishing Co., N. Y.

The *Modern Penman* is a bright and sparkling journal, edited by A. N.

Palmer. It contains much valuable information regarding penmanship, and its illustrations are very well selected, giving to the paper a beautiful appearance. A. N. Palmer & Co., Publishers, Chicago, Ill.

"Catalogue of the Seven-Account System of Book-keeping," contains 120 pages of nicely printed matter upon the subject which its title indicates. Its author claims to have produced good results in practical work with the method he has adopted and published, which is a strong argument in its favor. There is certainly a field for usefulness and improvement in the book-keeping text books, and the author of the seven-account system seems to have apprehended the apparent need of a practical treatise, rather than a mere theoretical outline of accounts. C. O. E. Matthews, 22 N. Clark Street, Chicago.

We acknowledge the receipt of the following college publications, which are of a high order of excellence:

Eustman's College Journal, Poughkeepsie, N. Y.

The School Visitor, N. W. Business College, Madison, Wis.

Heald's College Journal, San Francisco, Cal.

The College Record, Jacksonville, Ill.
The Practical Educator, Trenton, N.J.
Business University Journal, Indianapolis, Ind.

Holmes' Ledger and Classical Advertiser, Fall River, Mass.

Elmira Business College Journal, Elmira, N. Y.

Hill's College Journal, Logansport, Ind.

Common Sense in Education, New York.

The College Quarterly, Jersey City, N. J.

Business College Journal, Springfield, Ill.

The School News, Indianapolis, Ind.

We desire to make the future numbers of THE AMERICAN PENMAN unusually interesting, and to this end respectfully solicit the co-operation of the profession. There is plenty of material to select from, and if our friends will endeavor to let their light shine through these columns, it will give us much satisfaction, as well as benefit those who are fortunate enough to be subscribers.

CORRESPONDENCE.

Noteworthy letters have been received from:

J. P. Medsger, Jacob's Creek, Pa., encloses a club of subscribers.

G. G. Zeth, Mountain City Business College, Altoona, Pa.

G. A. Hough, Business College, Fort Scott, Kansas.

E. E. Childs, Hampden Business College, Springfield, Mass.

W. H. Sadler, Business College, Baltimore, Md.

Irwin Dunn, Elroy, Wis.

C. B. McClure, Munsonville, N. H.

W. F. Roth, M. D., Manheim, Pa.

W. P. Cooper, Kingsville, O.

F. B. Costello, Uniontown, Pa.

L. Madarasz, New York City.

N. S. Beardsley, St. Paul, Minn.

C. N. Crandle, Business College, Indianapolis, Ind.

E. S. Paekard, New York City.

K. K. Isaacs, Valparaiso, Ind.

C. M. Robinson, Union Business College, Lafayette, Ind.

Bro. Francis, Commercial College, St. Joseph, Mo.

R. A. Lambert, Winona, Minn.

H. Russell, Business College, Joblet, Ill.

H. J. Michael, Engrosser, Allentown, Pa.

P. T. Benton, Teacher of Penmanship and Drawing in Public Schools, Creston, Iowa.

W. F. Morse, Portland, Me.

F. I. Temple, W. Tisbury, Mass.

W. H. Franzell, Roe, Ark.

L. W. Hammond, Batavia, N. Y.

E. E. Salisbury, Phoenix, R. I.

W. P. Richardson, Business College, Fayette, O.

S. E. Bartow, Cassville, O.

A. H. McGregor, Augusta, Me.

Geo. O. Davis, Mount Palatine, Ill.

G. C. Sharer, Flint, Mich.

L. T. Harman, Wellsville, Pa.

THERE is a goodly number of writing teachers who do not meet with the success their writing merits, which is due, in many instances, to negligence or carelessness in teaching. It is always better to be in earnest and work hard in the interest of the students one has to instruct.

A GREAT deal of attention is being given to the subject of proper movement exercises of writing, which will undoubtedly produce good results.

The American Penman,

Published Monthly at 60c Per Year,

By H. C. Clark, Editor and Proprietor.

ERIE, PA., FEBRUARY, 1886.

INTERESTING POINTS ON PENMANSHIP.

(FOR THE AMERICAN PENMAN.)

KINGSVILLE, Ohio.

The various pen journals have already voluminously discussed every topic connected with the art. Article after article has appeared, able and perhaps conclusive, but still the public seem slow to comprehend the philosophy and logic of pen teaching or pen practice.

The pupil may read carelessly, indeed he may be slow to comprehend, or he may have no faith in his author, or fail to see the force of his reasoning. These may be absent, but no conviction or giving assent, he may feel no necessity of testing these ideas thoroughly in practice. We therefore think we can see the propriety of a clearly stated review of many very important things about this business, urging attention everywhere to these matters, of course we mean in all public schools as well as everywhere else.

First allow us to urge some things in regard to pens, ink and paper. We know that not only public schools, but even the old scribes themselves, very often blunder and produce most imperfect work through the imperfections alone of these agencies. We care not what inks are used; one thing is evident, they should be kept entirely clear of dust and dirt, and should be exposed to air only when used. Dirt will utterly disqualify any ink for use, but, although it is, or should be, universally understood, offices, counting rooms and school rooms exhibit inkstands half filled with dust and discolored for use. Clean out these dirty inkstands, fill them with new ink fresh and clean, and keep them corked when not in use, that they may furnish a good article when you need it. But ink must not only be kept clean, but above all, it must be that quality that causes it to flow easily, freely and readily from the pen.

The school pens of our day have fine points, hence if the ink is either gummy or sticky, it may refuse to flow at all. You try pen after pen, and throw them away, while the fault generally is not in the pen, which with very free flowing ink would nearly all write. Test then the flowing quality of your inks or all inks which you select the best, and never use ink having the above fault if you can help it. Your ink next should have color when put on. Every line, fine or coarse, should be palpable in any light; black ink is then the ink you want. You may be bothered to get good ink. Sanford's Black Ink, of Chicago, we know to be as good and cheap as any we ever used. If this brand is not at hand get the best you can in your market.

Many inks will thicken up if exposed to the air. You will generally find the proper degree of thinness when you first

open ink. If clear and fine grained, ink will generally flow smoothly, if it does not, get better if you can. Mineral inks very often give a hair line that in new or raw paper will enlarge and show roughness. You want a smooth and steadfast hair line that never roughens, alters, or fades.

Every quality, except the one of color, described above as essential to good inks, should also be found in the ornamental inks, or they should be discarded entirely.

Inks used in a class should be all alike, no vials should be employed as inkstands on the desks. All inkstands should be broad-based and large-mouthed; a small-bottomed inkstand is a nuisance and should not be permitted.

When a class goes into session, nothing further should be done until there is perfect quiet. Inkstands should not be uncocked until required for use, as ink may be thrown about them; they should never be fast in the desks, but they should still remain in their places and never be handed about. Each one, or

first learn these peculiarities of each new pen that he uses, hence the longer he can use one pen, to say nothing about expense, the better. The late Geo. C. Gaskell said no penman in America would use the gold pen, it is wholly unfit. Two of these we used twenty-five years, writing and flourishing with both, in academies, colleges, and everywhere else. Please then, to benefit yourself with a good gold pen; two would be better. Hunt them over cards until you find these, and wear these out yourself and my theories you will accept as correct.

Everybody is familiar with steel pens; we all know their faults and their virtues. One dollar should supply us with these three months. We can break in the one hundred and forty-four each in turn, and then buy more.

However, suppose as we determine to use them, that we observe the laws of their use and structure, in order that we may get from this use the greatest possible benefit.

First, learn the power of the spring of

without good paper good writing is impossible. It is not easy to judge at sight of the excellence of paper for writing purposes. Young scribes often find it very difficult to get good paper. The market is always surfeited with raw, new, poor paper—unfit for use, because wanting age. Old paper is very often good for nothing, being dry, spongy, porous, or rough. Bristol board is too unyielding, expensive and heavy for common work. The co's papers are generally put up of a heavy, practical article of paper.

Unruffled Flat Cap is the penman's favorite paper for all purposes. It should have age, a smooth surface, and a firm, heavy body. When permitted to, when you buy paper in any quantity, try it with pen and ink. By frequent practice with different papers you will soon grow too wise to be cheated with worthless trash called paper. The old-fashioned Cap letter paper, one size smaller than Foolscap, is a very convenient paper for use. It is the only perfect size of sheet, and is better than any other for letter writing. Never roll your paper; never break with thumb and finger the body; never begin to write with a pen overloaded, or lay your paper on a surface covered with dust or dirt; never permit others to handle your sheets of choice writing, or your book. When you buy have Master Clerk carefully fold the package full size in the heavy wrapper, and take it at once in your own care and keeping.

These hints about papers, pens, and inks are surely of great value to the uninitiated if well attended to.

Good materials may surely be had somewhere, and they are, with pennmen, indispensable forerunners of first-rate writing. All here said about these materials is suggested by long experience, and a good hint is backed by every hint. Much more in regard to each particular topic might

be wisely added, but this article will now crowd on other matter in the journal too much.

Note.—When you purchase steel pens, their cheapness renders it not worth while to try them before purchasing. But with gold pens your best way is to carefully, and not carelessly, try your pen before making it your own. Good ones are possible and can be had. Patiently hunt until you possess one or two good ones. My young business friend, this would be your best investment.

W. P. COOPER.

"Ollias," said "if your sons were colts or calves, we should be able to find some master, probably some horse-trainer or farmer, whom we could hire to bring out and improve the good qualities of their nature. But now, seeing they are human beings, what master have you in view for them? Who understands those good qualities which belong to the man and citizen? I ask you, because, I suppose that, having sons, you have considered the matter."

The Bible is the best book in the world.—John Adams.



The above specimen of flourishing was furnished for The American Penman by Prof. U. McKee, the popular penman and teacher of Oberlin, Ohio. It is an original design, executed by the Professor, photographed for reproduction.

two at most, should dip in one inkstand. But why these hints? Why encumber the valuable journal with them?

When any person who has visited any considerable number of college halls or public school rooms, fails to see the necessity or the utility of such observations, we shall try more clearly to show the necessity of their being brought forward.

We hardly ever visited an Academic Hall or any other school room, counting room, or office, where the careless handling of ink had not done mischief, or poor and dirty inks had not left blot, blurs and disfigured work behind.

PENS.

We still maintain, as we ever have, that the good gold pen is the best business pen in the world. It is more elastic, more flexible, and a thousand times more durable than any other pen, and it is perfect enough for any practical business purpose. The quill pen must be continually reproduced, and the steel pen at best lasts but fifty hours. Each gold pen, or quill pen, or any other pen, has its peculiarities; each is essentially, in spring and point, unlike any other pen. Any scribe, I care not who, must

each, and don't overtax this power; second, use more or less shade in all writing. Be careful by pressing both points alike to reach smoothness and freedom of work, and lastly, never put away a pen dirty or loaded with ink. Dip your pen in the ink one-fourth of an inch carefully and not hastily. Never hit the point against stone, wood or glass.

Secure a penholder, the socket of which will not strain or alter the curve of the barrel of the pen; for any cramp of the hand destroys both elasticity and spring. In regard to what pens to buy or use, we would say, there are a dozen popular brands, in general use, of about equal merit; take your choice. Use a large holder wholly of wood. Such leaves the hand free and clear of cramp. The most desirable thing in a penholder is a socket exactly fitting to the pen.

This barrelled pen is, of course, the best. Such has the most spring and are most elastic. A sheath to protect the pen when put up, is a good thing. To get a holder about right in all of these respects may not be so easy, but such are sometimes to be had.

PAPER.

It matters little how good the penman,

THE AMERICAN PENMAN.

Opinions of the Press, and How it is Received by Educators and its Subscribers in General.

THE AMERICAN PENMAN, H. C. Clark, of Clark's College, editor and proprietor, is the latest journalistic venture. It is a handsome journal and deserves success. — *Eric Sunday Gazette*.

A new paper, THE AMERICAN PENMAN, is announced, by Prof. H. C. Clark, of Erie, Pa. We haven't seen the younger, but are quite sure it is (or will be) a very lively one. The venture has our warmest wishes for its success. — *Pennan's Gazette*.

The *Dispatch* neglected to notice the appearance, a few days since, of the initial number of THE AMERICAN PENMAN, a neat and interesting journal devoted to the cultivation of practical and ornamental penmanship, published by Prof. H. C. Clark, of this city. Like all the Professor's ventures, the new journal promises to be successful, and is likely to be of permanent value to those

Vol. 1, No. 1, of THE AMERICAN PENMAN, edited and published by Prof. H. C. Clark, principal of the flourishing Business College at Erie, Pa., is at hand and we find it as we expected, well filled with matters of value to those who take an interest in penmanship.

It is ably edited and typographically very neat. Mr. S. A. Drake gives the lessons in writing, and takes the same ground that we have taken in our lessons, viz.: that position and movement are the first essentials in learning a rapid business-like style of writing. Shake, Brother Drake.

We are sure we are right, and we are going ahead. — *Western Pennan.*

Prof. G. G. Zeth, Secretary Mountain City Business College, Altoona, Pa., says: "I have received a sample copy of THE AMERICAN PENMAN. I find it neat and attractive journal, fully abreast with the times. It deserves to be a regular visitor to all who are interested in penmanship."

Prof. W. P. Cooper, Kingsville, O., says: "The first number is excellent, containing appropriate matter well arranged, well printed, and handsomely

S. S. Packard, New York, says: "Your paper is a creditable production."

E. K. Isaacs, Valparaiso, Ind., says: "Let me congratulate you on the first born. It is GOOD."

Prof. C. M. Robinson, Lafayette, Ind., says: "We are much pleased with the first number of THE AMERICAN PENMAN, and wish you much success."

Brother Francis, St. Joseph's Commercial College, St. Joseph, Mo., says: "I like your paper very much, and will do all I can to have my pupils subscribe for it."

Prof. C. R. Bales, of the Evergreen City Business College, Bloomington, Ill., says: "I think from the character of the first issue it is worthy of eminent success, and if I am a competent tribunal, it is an able exponent of a worthy subject and a gem in the field of calligraphic journalism."

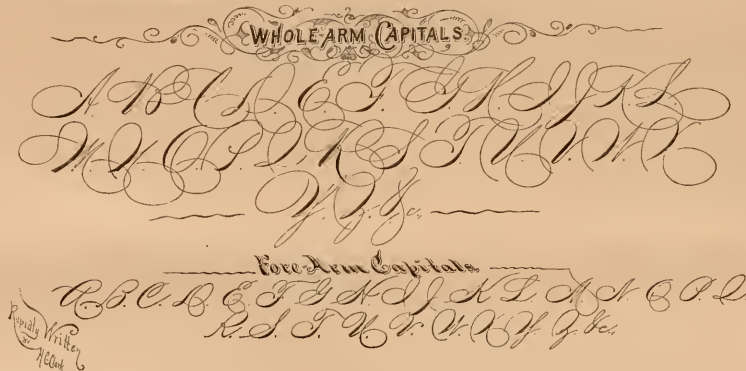
Frank E. Vaughan, Manager of the G. A. Goske Publishing Company, New York, says: "We take great pleasure in entering THE AMERICAN PENMAN on

L. W. Hammond, Batavia, N. Y., says: "Enclosed please find my subscription. The paper is far better than I expected, and you may count me a life subscriber."

W. H. Franzell, Roe, Ark., says: "THE AMERICAN PENMAN came to hand to-day. I must say it is the brightest of its kind now published. You may count me a life subscriber."

W. P. Richardson, Fayette Normal and Business College, Fayette, O., says: "Please send me a few more samples of THE AMERICAN PENMAN. I have received the one you sent and have made no effort at all yet to get up a club, and have four subscriptions already, and want to send the largest club for this month. It is the best penman's paper I have ever read, and it is a perfect gem."

J. P. Medsger, Jacob's Creek, Pa., says: "THE AMERICAN PENMAN received. I am pleased with it, especially its independence and the freedom of its columns for the discussion of disputed points and methods, and for its bold stand against fraud and imposters. I



interested in first-class chirography. — *Erie Daily Dispatch*.

THE AMERICAN PENMAN from Erie, Pa., for January, is a splendid number and a bold push for the superiority in publishing a penman's sheet. Our G. to Bro. H. C. Clark, and best wishes for the success of THE AMERICAN PENMAN. — *Holmes Ledger*.

The first number of THE AMERICAN PENMAN, a monthly journal of attractive appearance, has been issued by Prof. H. C. Clark, of this city. As its name indicates, it is devoted to the improvement of penmanship, both plain and ornamental, and those interested will find in it much that is instructive. Prof. Clark's name is a guarantee that it will have a most prosperous future. — *Eric Sunday Gazette*.

We have recently received a new paper entitled THE AMERICAN PENMAN, published by H. C. Clark, of Clark's Business College, Erie, Pa. This, the first number, is exceedingly good, and the publication promises to become one of the leading penman's papers. One of the articles contained in this number entitled, "Should Fine Penmanship be Encouraged?" we quite fully agree with. *The School Visitor*.

presented to the public. There is no ability wanting on the part of the editor."

Prof. F. E. Childs, Hampden Business College, Springfield, Mass., says: "It contains more sense and less nonsense than some of the penman's papers."

Prof. C. B. McClure, Mun-oville, N. H., says: "I received the first number as a specimen copy, and it is certainly a handsome copy."

F. B. Costello, Uniontown, Pa., says: "It is excellent. Enclosed find my subscription for one year."

L. Madarasz, the eminent card writer of New York, says: "I like the appearance of your paper."

Prof. C. N. Cranell, Business College, Indianapolis, Ind., says: "Thanks for initial number of THE AMERICAN PENMAN. It is good and I wish it a bright and happy future."

W. C. Howey, La Crosse, Wis., says: "The initial number of THE AMERICAN PENMAN received. I am delighted with it. Enclosed you will find Postal Note for a year's subscription. Wish you unlimited success with THE AMERICAN PENMAN."

our exchange list, and desire to complement you on the general appearance and tone of the paper. We wish THE AMERICAN PENMAN a full measure of success, and would be glad to be of service to you in any way we can."

H. J. Michael, Allentown, Pa., says: "I enclose fifty cents for THE AMERICAN PENMAN. Judging from the first number it will be well worth the money to any one interested in penmanship. I am sure that any teacher or pupil of Business Education, or person engaged in business, will prize it far beyond its cost."

P. T. Benton, Teacher of Penmanship and Drawing in the Creston Public School, Iowa, says: "Success to THE AMERICAN PENMAN. Of course I won't it, and one of my scholars is afflicted in the same way. Let our subscriptions begin with the first number."

F. I. Temple, West Tisbury, Mass., says: "A copy of THE AMERICAN PENMAN came last night. Am very much pleased with it, and as I am interested in everything pertaining to Penmanship, I cannot show my appreciation for THE AMERICAN PENMAN in any better way than by sending in my subscription, so enclosed find fifty cents."

could name some who claim to be penman who are a disgrace to the cause. To build up the profession, we need men of sound moral principles, and I feel certain THE AMERICAN PENMAN will encourage every honest effort and denounce evil, thereby elevating the profession and the cause of popular education. I am already reading three penman's papers, but I feel I cannot afford to be without THE AMERICAN PENMAN, so I send in my subscription with several others."

S. E. Barton, Cassville, O., says: "A copy of THE AMERICAN PENMAN is at hand. I am so highly pleased with it that I cannot resist the temptation of being one of its subscribers. I am a boy 17 years of age, all alone to do the best I can in the world, and as I need help I thought a paper of this kind was more valuable than anything I could invest the same amount of money in."

W. F. Morse, Portland, Me., says: "Have received your gift of a penman's sheet. For the first issue it was far ahead of what I expected. I wish you great success in future."

A wise man will desire no more than he may get justly, use soberly, distribute cheerfully, and leave contentedly. *Swift*.

The American Penman.

Published Monthly at 60c Per Year.

By H. C. Clark, Editor and Proprietor,
Erie, Pa.

Single copies of THE AMERICAN PENMAN will be mailed to any address on receipt of 4 cents. Sample copies until further notice sent free.

ADVERTISING RATES.

	1 mo.	3 mos.	6 mos.	1 year.
One Column.....	\$25.00	\$65.00	\$100.00	\$145.00
Half Column.....	12.50	32.50	50.00	72.50
Quarter Column.....	6.25	16.25	25.00	36.25
One Inch.....	3.12	7.92	12.50	18.12

Each further notice we will give a reduction of 40 per cent. from above rates to all advertisers paying cash within 90 days of date of contract.

Reading matter will be inserted at 20 cents per line. Nine words make a line, and no discount is given on Reading Matter Rates.

All advertisements of \$5 or less must be paid in advance.

SPECIAL INDUCEMENT.

It is the intention to make THE AMERICAN PENMAN one of the best of its class, and we desire thousands of subscribers from all parts of the country, and will receive a copy one year for 50 cents. When a club of 6 to 10 is sent, it will be furnished for 45 cents each, and a club from 10 to 20 or more, will receive it at 40 cents each.

PREMIUMS.

We have made arrangements with the publisher of the *Southern Progress*, a new and desirable magazine published in Chattanooga, Tenn., to furnish our subscribers with both THE AMERICAN PENMAN and the *Southern Progress* one year for \$1.00, which is the subscription price of the "Progress" alone.

To all persons interesting themselves in behalf of THE AMERICAN PENMAN, and sending clubs of two or more, a discount of 10 per cent. will be given the one sending the club on all subscriptions forwarded to THE AMERICAN PENMAN. We prefer to give cash premiums to those securing clubs, and this rule will be invariably followed.

Remittances should be made by N. Y. Draft, P. O. Money Order, Postal Note, or Registered Letter.

H. C. Clark, Publisher, Erie, Pa.

SPECIMENS RECEIVED.

Harold Harnitzge, Penman, New Orleans, favors us with several neatly written card specimens.

A thoroughly artistic and beautiful specimen of letter writing from Prof. Lyman Spencer, of Washington, D.C., adorns a page of our Scrap Book.

Prof. C. R. Bales, of the Evergreen Business College, Bloomington, Iowa, encloses us a beautiful bird flourish, together with cards.

Prof. W. J. Elliott, Cananda Business College, Chatham, Ontario, encloses his subscription in a well-written letter.

Prof. H. W. Shaylor, Portland, Me., favors us with a number of elegantly engraved copy-books, together with a letter in superior style.

J. M. Harkins, of Calhoun, Ga., sends us specimens of his card work, which, we think, justify his claim of being the champion card writer of the South.

Prof. W. C. Howey, La Crosse, Wis., Business College, sends us a New Year's card, together with specimens of flourishing, etc., which display much taste and skill.

We have received from R. E. Bean & Co., Franklin, N. H., samples of the "Ready Binder for Paper and Pamphlets," manufactured by them, which are well adapted to the purpose for which they are intended.

We are in receipt of a number of specimens of writing and flourishing, all executed in a superior manner, from the pen of Prof. E. K. Isaacs, Valparaiso, Ind. We think our readers will derive much benefit from reading Prof. Isaacs's valuable article on "Letter Writing," which appears in this number of THE AMERICAN PENMAN.

In an elegantly written Letter Prof. W. McKee, of Oberlin College Department of Penmanship, says: "I like THE AMERICAN PENMAN. It is full of the best thoughts on a most important department of practical education. There are tens of thousands of young people in this country who need to know just what THE AMERICAN PENMAN proposes to furnish, and with Prof. Clark at the helm it cannot fail to fulfill its mission. I consider the first number worth the subscription price."

Just as we go to press we have received a club of sixteen subscribers from Prof. W. P. Richardson, Teacher of Penmanship in the Fayette (Ohio) Normal, Music and Business College. Prof. Richardson has set an excellent example in this respect, and if our friends would each respond in like manner THE AMERICAN PENMAN would soon have the largest circulation of any similar publication.

The next number will contain a lesson on practical penmanship and pen flourishing, which will be of unusual interest, finely illustrated. Now is the time to subscribe, in order to get all the back numbers. Send along your subscriptions and those of your friends, and you will never regret it.

ADDRESS

By Rev. W. H. Pearce, November 6th, 1885.

(Specially reported for THE AMERICAN PENMAN by Prof. H. R. Whitman, Instructor in Penmanship at Clark's College.)

My Young Friends:—The address I shall deliver this morning is not so much in form, but will be a few practical words, which I trust will be of use to you. I shall endeavor to impress upon your minds those important maxims which govern the success of every man and woman. It is not so much what a person has, as what he can do. All start out in life upon nearly the same equal. The question of wealth and useful possessions has but very little to do with the prominent results of any man's life. The youth of to-day is prone to complain, and with homeliness he says: "I have none of the opportunities of success; I have not the advantages of a commanding social position, but have been raised and educated in the school of necessity, battling against life's difficulties and necessary realities." What matters it whether you have wealth; its absence will demand your working for a victory, and such are the models after which

good Christian young men have been cast.

These are the fulcrum on which nobility of thought and strength of purpose are to be found; these are the cradle of achievement. The men who have the greatest trusts are those who have worked for those trusts the longest. Some of the greatest and best biographies of the present age have been written with tears and in the obscure corners of some unlovely life. If you, likewise, will be great, loved, and sought after, allow the circumstances of the time to influence your motives.

There are three things which are necessary for a successful life. Sound health, sound sense, and sound character. With these, none of you can say that you are not well equipped for life; with these, and the attendant capability to use them on the right side, you can and must succeed. Cast the mark of imperial character in everything you do in the circle of life. You must not sit down for three or four years of your life and think of what you will do. It is evident that work must mark your track all along the line of achievement. If you will qualify yourselves thoughtfully and by hard instrumentality, you will have the flag of the victor at the close. God has not created one of us without having some place to put us, and having something for us to do in the great expense of ether. We know there is very fierce competition for places, and yet I want to know whether there has ever been a boy or girl in the country who has been afraid to try for the top on this account? All the departments of trades and professions in the centres of trade have been subjected to the same strife, yet who has suffered? Only those who fold their arms and say: "I never will try for the top." If you make a foremost start in character, you will never fail. The world will then want you for the world.

A business man in this city came to me a few days ago and said: "I want a young man, between the age of 17 and 20, to take charge of my business; the remuneration will be considerable, but the charge is important. Is there any young man of good solid character you can recommend?" This man did not want a young man of uncommon attainments, but he wanted a good Christian young man. He wanted a young man of sterling character and powerful individuality. Young men, there is this difficulty with the young men of to-day: You have no purpose or character in life. If you rouse yourself up and be a model young man, everyone will be pleading for your assistance, and you will always have a good position. I could get places for a hundred young men of real sterling and sound character. I had a young man, who was very poor, in my employ while in Detroit. He wanted to make money, sweep the chimney and do other such work. One night when I went down stairs for something, I found this poor young man sitting in front of the furnace with the door open, and he was studying a book he had. Was this not enterprise? That young man is now occupying one of the best positions in Detroit, and is the recipient of a lucrative salary. He worked himself up, and like thousands of others, he has achieved success.

Young men, now is your chance, and all improve it before it is too late. I do not want you to settle down and not enjoy yourselves. I plead for a sound character, for a rollicking and jolly disposition. With these you will have success and happiness in this life and a home in the next. [Continued applause, and thanks extended to the speaker by the President and students.]

THE WIT AND WISDOM OF HENRY W. SHAW (JOSH BILLINGS)

"If you want to get a good general idea of a man's character, find out from him what his opinion of his neighbor is."

"Titles are valuable; they make us acquainted with many persons who otherwise would be lost among the rubbish."

"We should be careful how we encourage luxuries; it is but a step forward from hoe-kick to plum-pudding, but it is a mile and a half by the nearest road when we have to go back again."

"It is a great deal easier to be a good dove than a decent serpent."

"Discontent with everything we come across is the result of being dissatisfied with ourselves."

"People of good sense are those whose opinions agree with ours."

"The highest rate of interest that we pay is on borrowed trouble."

"Counseling with fear is the way cowards are made; counseling with hope is the way heroes are made; counseling with faith is the way Christians are made."

"Curiosity is the instinct of wisdom."

"Ignorance is the wet-nurse of prejudice."

"Beauty is the melody of the features."

"Deference is silent flattery."

"Tidiness is just as much of a study as mathematics."

"No man is rich who wants any more than he has got."

"The wealth of a person should be estimated, not by the amount he has, but by the use he makes of it."

"Health can be bought, but you have got to pay for it with temperance at the highest rates."

"You can't hire a man to be honest; he will want his wages raised every morning."

"Toll sweats at the brow, but idleness sweats all over."

"Self-love men are most always apt to be a little too proud of the job."

"Trusting to luck is only another name for trusting to laziness."

"An insult to one man is an insult to all, for it may be our turn next."

"It is better to know nothing than to know just enough to doubt and differ."

"I honestly believe it is better to know nothing than to know what isn't so."

"To be thoroughly good-natured, and yet avoid being imposed upon, shows great strength of character."

"If you analyze what most men call pleasure, you will find it composed of one part hunting and two parts pain."

"We are happy in this world just in proportion as we make others happy."

"It is a great deal easier to look upon those who are below us with pity, than upon those who are above us without envy."

"Envy is an insult to a man's good sense; for envy is the pain we feel at the excellences of others."

"It is a good deal more profitable to make ten men think they are above you than to make one think you are above him."

"Indolence may not be a crime, but it is liable to be at any time."

"To consider a weak man more dangerous than a malicious one. Malicious men have some character, but weak ones have none."

"Method is everything, especially to ordinary men; the few men who can lift a ton at pleasure have a divine right to take hold of it at a disadvantage."

"Be humble, and you are sure to be thankful; be thankful and you are sure to be happy."

—N. Y. Christian Advocate.

LETTER WRITING.

BY F. K. ISAACS.

Article I.

The AMERICAN PENMAN promises to be an exponent of the practical and ornamental in penmanship. The practical value of penmanship is measured by its application to the practical affairs of life. Penmanship in itself may not have much value, but applied penmanship is invaluable. This may be said of any or all branches of education. Perhaps no one branch or department in the curriculum of social or business life has such a claim on the art of penmanship as does Letter-Writing. With the idea that the readers of the AMERICAN PENMAN appreciate suggestions and directions with regard to this important department of applied penmanship, these articles are written.

These are single sheets and usually ruled on one side only. They have a margin or blank space at the top, of from two to two and three-fourths inches, for the printed heading.

The ordinary size of Note Heads is 5½ x 8½ inches; extra size, called "Pocket Note," 6½ x 9 inches. The ordinary Letter Head is 8 x 10½ inches; extra size, 8½ x 11 inches.

Neither Foolscap nor Legal Cap should be used in letter writing, nor is it proper to tear off and use a half sheet of Note paper.

Color.—Pure white is always elegant and in good taste, although a cream tint is not objectionable. Of course, in fashionable circles, there will be a craze at times for different colors, hence we find some of our leading paper manufacturers are putting up fine writing paper for correspondence in a variety of

forwarded to the Dead Letter Office at Washington.

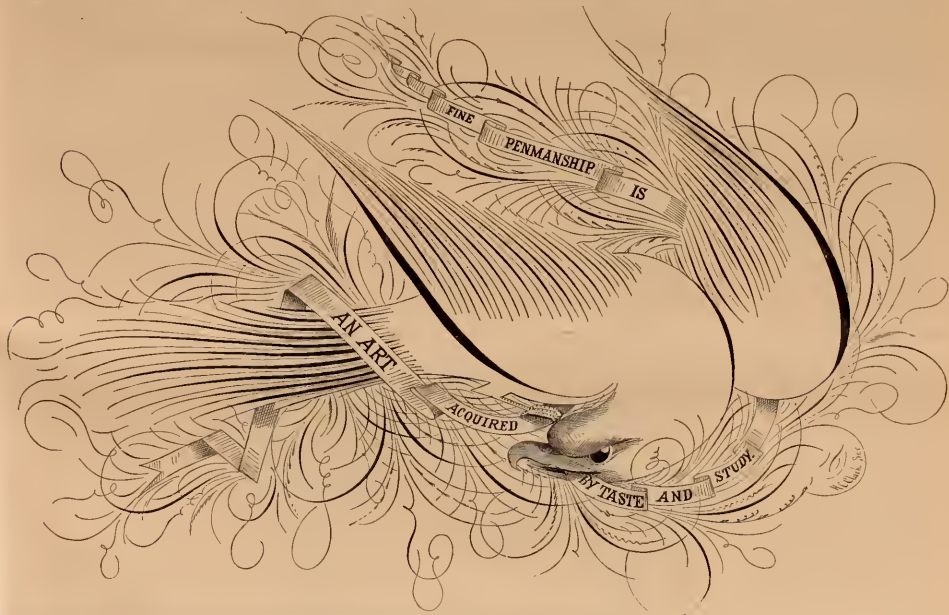
Ink.—There is no color as desirable as black. For business purposes, writing fluids or so-called "blue-black" inks, are used extensively. These penetrate into the paper, and after a few minutes' exposure turn black. They are supposed to be more durable than ordinary black ink. A copying ink is of a thick consistency, so that when dry a portion of it will lodge on the surface of the paper, and when a dampened sheet is brought against the written page by proper pressure, a "copy" of the original writing is obtained, which is preserved for future reference.

Young people frequently take a liking to colored inks—red, green, blue, violet, etc., but it should be remembered that black is the proper thing for letter writing.

coarse business pen, I have no advice to offer. One kind is about as good as another, but the best is the kind you like the best.

But the article is already long enough. I told you at the beginning that I did not know just what I was going to say. Since writing that statement I have thought the matter over and have mapped out a programme something as follows:

I shall treat of: 1. The Mechanical Structure of a Letter, as already begun, which will include the eight items already enumerated at the beginning. 2. The Penmanship of a Letter. 3. The Rhetoric of a Letter. Don't get scared at the word Rhetoric, for I shall not write a paragraph, sentence, or phrase that you will have any trouble in understanding. I shall not soar into the sublime or scholarly (if such a thing were



I am not sure that I know myself yet just what I am going to say, nor how many of these articles I will have to write to get through. But I am strictly opposed to preudes, and as I will have to begin somewhere, we will go right to work at the

MECHANICAL STRUCTURE OF A LETTER.
Under this head will be considered briefly: 1. Materials. 2. Heading. 3. Introduction. 4. Body. 5. Conclusion. 6. Folding. 7. Superscription. 8. Stamp.

Materials.

Paper.—Care should be taken to select paper of good quality and suitable for the purpose. Social letters are usually written on note paper, the ordinary size of which is 5½ x 8½ inches. It may have side fold or legal (end) fold. Ladies frequently prefer the "Royal" note, which is about 6½ x 9 inches, or the "Octavo" note, 6 x 9 inches.

For business correspondence, "Note Heads" and "Letter Heads" are used.

tints, such as cream, rose, opaline, silver gray, sea shell, azure, heliotrope, etc., but it is quite certain that white never offends good taste.

Mourning paper has a black border, as has also the envelopes to match.

Envelopes.—The envelope should be adapted in size to the paper, so that with a minimum number of regular folds the paper will fit the envelope. It is not necessary, however, that the envelope should fit around the letter "like paper on the wall," for, as a rule, a letter is opened by tearing off the end of the envelope, and unless the envelope is from one-fourth to one-half inch longer than the letter, the latter is apt to be torn in the performance.

In business it is customary to have the writer's name and address printed near the upper left-hand corner of the envelope, so that in case the letter is not called for at the delivery office it can be returned to the sender, instead of being

Pen.—It would be folly to dictate as to what pen to use. We writing masters all have our favorite pens for different kinds of pen-work, and we have a right to recommend to our pupils such pens as our experience has taught us are well adapted to the learner while practicing. But letter writing is applied penmanship, business penmanship and applied penmanship presupposes previous instruction and practice in the art of writing; hence the question of pens ought to be a matter of individual choice. But it is possible that many who read this have not had such instruction, and I will mention a few kinds that are well adapted for correspondence: Spencerian No. 1 and No. 24, Eclectic No. 108, Esterbrook No. 128, Gillott's No. 604, Payson, Dutton & Scribner's No. 117, Ames' Penman's Favorite, Gaskill's Compendium Pen, Musselman's Perfection, and Isaacs' Penman's Ideal. These pens are all of medium firmness. If you want to use a

possible for a penman), but will confine myself to the more practical divisions, and under the head of Rhetoric will include (a) Spelling, (b) Capitalizing, (c) Punctuation, (d) Diction, (e) Construction, (f) Miscellaneous. 4. Classification of Letters. 5. Cards and Notes. 6. Miscellaneous.

(To be continued.)

A learner on the corner in New York City, being considerate for the nerves of his neighbors, did his three hours' practicing each day in the cellar. This cellar had always been infested with rats, but it was noticed that after he had practiced a few times the rats all disappeared and never returned. Beginners on that instrument hereafter need not wait for musical fame to earn a livelihood, but can hire out immediately for two or three hours each day as the only genuine "Rough on Rats," warranted to kill every time or money refunded.—Titonville (Pa.) Herald.

EARLY ENGLISH PENMEN.

Colonel John Ayres.

(Specially prepared for THE AMERICAN PENMAN by W. H. Lohrop, of South England, Mass.)

As the moon in a clear night shines very conspicuous amongst the stars, so Mr. Ayres commands our particular attention in the hemisphere of English penmen. Yet his first appearance was small and his rising scarcely noticed, for we are told he came up to London a poor lad out of the country, and served in the capacity of a footman to Sir William Ashurst. But his master perceived him to be a youth of a promising and improvable genius, put him to school to learn writing, arithmetic, etc., in which, by a peculiar bent of mind, seconded by assiduity and care, he made a surprising proficiency.

What part of England he came from, and who his parents were, I have not been able to learn; but after continuing some years with his aforesaid kind and worthy master, in whose service, it is presumed, he might have laid up some money, as well as fitted himself in some measure for his future employment as a teacher of writing and accounts, he married, and followed an emigrant with whom, it is said, he had about 200 l., and then began to teach a school at a chair-maker's in St. Paul's Church-Yard.

From this small and obscure beginning, his industry and abilities, by degrees, procured him many scholars. "*Quoniam prout infamia domi*," says the poet, and it has hardly ever been more truly verified than in the increase of Mr. Ayres' business, which, I am informed, brought him in, when it was in its most flourishing condition, near 800 l. per annum. A fine income for a writing master.

The first book that I have met with that he published from the rolling press was his "*Accomplished Clerk*," in 1688. It contains 25 plates in a variety of practical hands, and was engraved by John Sturt, who, I believe, was the best engraver of writing at that time in England, and was master, in that art, to his celebrated scholar, Mr. George Rickham. He dedicates it to his honored master, Mr. Thomas Topham, who then taught a writing school at the Hand and Pen, in Fetter-Lane, London, and though Mr. Topham was not an eminent penman, with regard to practices, as far as I can learn, yet he had the honor (if report says true) of being master of one of the Worthies in Calligraphy. I mean Mr. Charles Suel.

In 1700 he published another edition of this "*Accomplished Clerk*," re-engraved with some little enlargement, having his picture at the beginning in his own hair, and under it this inscription:

"*Johannes Ayres, arithmetice ac artis rationarie, professor apud Londinensium jureti divi Pauli.*"

He has a preface in letter press work, in which he tells us, that he had carried the engraving of writing to a higher degree of excellence, and made it more like to natural penmanship, than any in England. Yet he was convinced, he says, it was difficult (if not impossible) for the graver, in some hands, to come up nicely to the nature and freedom of the pen.

This observation has been made by succeeding accurate penmen, and I believe the best of engravers will allow it to be true.

After his preface there is a copy of some verses, consisting of nine ogonastich stanzas, entitled "*The Indifference*." By this time he had made such considerable improvement in the practical and most useful parts of writing, that Mr. Robert More, in his short essay on the first invention of writing, says:

"Colonel Ayres was the common father of us all." This was a grateful acknowledgment of a true son of the calligraphic art."

In 1687 he published his "*Tradesman's Pocket Book, or Apprentice's Companion*." It contained 30 plates in an oblong quarto, being adopted to common business in trade, containing copies of bills of parcels, receipts, etc. But some performance of that kind of later masters are supposed to exceed it. There is no engraver's name mentioned.

In 1688 he published from the letter press "*Arithmetic Made Easy, or the Use and Benefit of Tradesmen*," in 8vo. It is dedicated to Sir William Ashurst, who was then Lord Mayor of the city of London. I don't observe that there is anything extraordinary in it, though plain and practical, yet it has been very well received by the public. That edition, which I have in the twelfth, was printed 1714. In that edition, there is added a short and easy method after which shop-keepers may state, post and balance their books of accounts. This was added by Mr. Charles Snell, writing master in Fetter-Lane, London. It is probable it was what he made use of in his school.

I think the oldest book of merchants' accounts, that I have met with, in English, in the way of memorial, journal and ledger, is one printed in 1588, set forth by one John Mellis, who taught writing and arithmetic, near Battle-Bridge in St. Olaves, Short Southwark. But in his preface he tells us that that work was only a revival of an older copy printed in London in 1543.

But to return from this digression to Colonel Ayres.

In the year 1685 our author published his "*Tutor's Penmanship*," which John Sturt engraved it. This grand work is divided into two parts, and contains in the whole 48 large folio oblong plates, besides his picture in the front. He dedicates it to King William the Third. It is indeed a pompous book, and very valuable on many accounts, so that the penmen of this age, and of the first impressions are possessed of a valuable cimiento.

Anno Dom. —, he published his "*Alamode Secretarie, or Practical Penman*," in 28 long octavo plates, containing examples of the mixt running hand and mixt secretary. In this piece I find nothing superior nor even equal to some of his other works. The copy I saw had no date, but he then lived at the Hand and Pen, in St. Paul's Church-Yard. It was engraved by John Sturt. In 1700 he published his "*Paul's School Round-Hand*." It is only an alphabet of copies, with ornaments above and below, in three styles, etc. of free drink pen. The performance is clear and bold. John Sturt, Sculpt. He also published, but without any date or engraver's name, a "*Striking Copy-Book*." It contains 14 narrow plates.

Anno Dom. —, he published the "*Benefit of the Pen*," a "crying book," (it is so spelt) —, which is a variety of command of hand, with examples of all the running mixt hands now in use. It contains 34 plates, and was engraved by John Sturt, but the exemplar I saw had no date. Our author has also one plate of engrossing-hand dated 1685, in George Brickham's "*Pench vial Companion*." These are all the works of this laborious and eminent writing master that I have met with, and I have little more concerning him, but that his rise was by small degrees, so his departure out of this life was sudden, as I have in George Hickham's "*Pench vial Companion*." He must at least have been a Yenchall to regulate one afternoon, with a few friends, and he, retiring into

the garden from his company, was there found dead soon after. His death by this seems to have been the effect of a fit of apoplexy, but the particular circumstances attending it, and where he was buried, I have not been able to learn. Nay, I have not been informed in what year he died, but I guess it was in Queen Ann's reign, and before the year 1700, for Mr. Rayner, who had been the Colonel's scholar, and who published his "*Paul's School Copy-Book*," in that year, speaks in his preface of his master as being then dead."

ONE THING AT A TIME.

BY W. N. FERRIS, PRINCIPAL HIGH RAPIDS (NICH.) INDUSTRIAL SCHOOLS.

Every pupil wants to succeed, likewise every teacher, but just how to realize this success is often painfully perplexing. The teacher has discovered, however, that certain principles underlie success in every line of human action; in other words, every successful effort has certain characteristics. This fact, though trite and simple, cannot be too firmly impressed upon the mind of both instructor and pupil. In penmanship the learner meets many difficulties at the very outset—position (of body, arm, hand, fingers, and book), pen holding, use of ink, movement, form, etc., etc. Usually he is led to make war upon every one of these difficulties *all at once*. If he continues this mode of warfare, defeat is certain, because he has utterly disregarded one of the leading characteristics of success. He has not learned, or else he has forgotten, that "one thing at a time" lies very near the base of making the most of every human effort. Begin, therefore, by training pupils to assume, with military precision, an easy and graceful position of body. Let the attention be directed to this one thing in the preliminary drill. In like manner train the pupil in all of the details of positions, considering only *one thing at a time*. But little systematic drill will be necessary to enable the learner to assume almost automatically the correct position. He can then concentrate his mind upon the other features of the art. Pen holding and use of ink must each receive very careful consideration. It is not sufficient to talk to the pupil about these two points, he must be trained to know and practice them.

The "reason why" so many teachers fail in leading children to adopt an easy, graceful movement, is that the mind is directed to half a dozen things at once. Let movement be the lesson of the hour, the one leading thing, and success is certain—movement *without* holder, and pen, and position, and ink, and dry pen, movement in simple tracing exercises, movement in producing independent forms.

Let the child's study of *form* be specific, not haphazard—possibly by continuing his tracing exercises in his early lessons, and by analyzing in a common-sense manner his letter, word, and pen, very properly press our doctrine of "one thing at a time," still further in the doing of this foundation penmanship work.

We now call the attention of teachers to the importance of inducing students to march for their own characteristic faults. Having discovered these faults, he should be trained to go at them singly. Perhaps one of his faults is irregularity in slant. If so, instruct the pupil to concentrate his mind upon regularity and practice with a real determination to realize this one characteristic. He must attack each fault in a similar manner. The student's mental attitude is the one great factor in the mastery of

any art. It is the mind that directs wisely or unwisely. It is the mind that first compels the fingers, hand and arm to act with unerring precision. By and by the nerves and muscles memorize these mental behests and act automatically; then, and not till then, do we have the real artist.

We, as successful teachers, must recognize these simple facts in the work of muscle-training, in the work of teaching one of the most simple, useful and beautiful of the arts. In conclusion, we again ask what is worth more to the learner, the power to persistently conduct intelligent action along the line of doing "one thing at a time?"

BEN. GAYLORD ON THE SITUATION.

By W. P. Cooper in the Penman's Art Journal.

"Well," said Uncle Ben, setting his staff against the counter, as he entered the store, and turning to the clerk. "I have just returned from a visit to that commercial college on the corner. A fine notion upon the whole—a fine notion. These professors are well qualified, energetic and efficient. They evidently understand everything about their business, and they spare no pains to put their pupils ahead, and they," said Uncle Ben, emphasizing the word they, "they themselves work early and late, they deserve encouragement and something more—they should reach success. But in this, as in our other business, there are difficulties, perplexities, obstructions. Yes, sir, I have looked about; I think I comprehend the situation."

"There are grand fellows at some of those desks," noble fellows. I could pick out chaps worth their weight in gold in any office, any counting room—sharp, quick, critical and correct."

"Yes, sir," repeated Uncle Ben, in a voice loaded with terrible emphasis, "they are critical, temperate, reliable and correct. That is the sort wanted here, there and everywhere. Those fellows need no urging; they are on hand at eight in the morning, they leave when the bells close and not before. Not a note, principle, paragraph, explanation, or suggestion escapes them. If they crowd their teachers a little with business they treat these masters with the most profound respect. They know their value to themselves and they have faith in their work."

"But in that school there are other fellows—other fellows of quite another sort, in fact, many sorts. They are not from any special craft or quarter. They hail from all localities. These young men are, first of all, our countrymen—Americans to the manner born. They have the proper physique, the golden rule, brains, quick eyes and ready ears, and plenty of means, but they want backbone, steadfast energy and firmness of purpose. They require urging, need watching, long for flattery, ask too many graces, beg too many privileges, fear the professor, with repeated opportunities too often, and most of all, they lack attention, perseverance and application. They abound too much in fits and starts, in stops, in absence and rests. Some of these fellows are spoiled boys, loaded with the pernicious fancies, whims, caprices of princely nannies, or the protean fancies of the golden slippers, may a season in the well feathered and waddled cradles of Hamilton, Yale and other princely endowed institutions. These are not all alike, are not all affected in the same way. They fill up the benches, but are poor stock. The windows do too near their desks, they see too many faces, and too many of the college, too many pretty faces, fast horses, gay equipages, fine fancy articles of

dress, &c. Their minds are absorbed with foreign matters, trifles, fictions, state and unprofitable trash. All of these drawbacks are not the fault of the original material, but they are the unhappy drawbacks of accident—of national, local and home foolishness and nonsense. I say it is a great pity that all this sort of college stock could not be re-vivified and converted to use."

"This thing is possible. I wish," said Dr. Ben, "that the penmanship which I could reach the capable ears of these fellows myself a few times. I believe that I could improve their really bright minds naturally with the true states of the situation. I should love to welcome them to a place in the front line. Indeed, I have in my life given the right hand of fellowship to a great many of these very fellows. The college is a good thing and I heartily wish it success, and I am ready to help and encourage these enterprises on as I have in the past. I have had grand clerks from these very concerns, and I may want them again."

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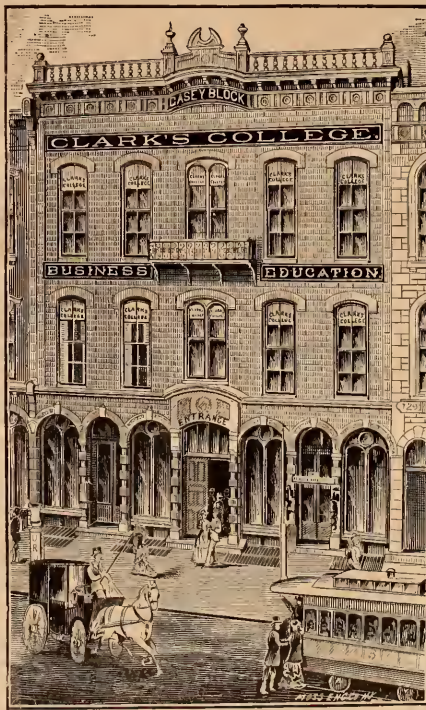
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CLARK'S COLLEGE.

Clark's College is an institution of which Erie people should be proud. Commencing two years ago with two professors and but two students for them to instruct, it has grown until to-day there is in no other city in the country the size of Erie an institution of the kind which has more pupils, or which possesses a better reputation for giving a thorough business education. Its able president, Prof. L. C. Clark, is a hustler to whom the city owes much, for in the short time in which he has been here he has advertised Erie and its advantages all over the land. At present there are in regular attendance over two hundred students who come from nearly every State in the Union. The attendance for the present year will reach fully five hundred. The faculty, with the branches they teach, are as follows: Prof. S. S. Squibbles, actual business; Prof. S. A. Jenks, book-keeping and penmanship; Prof. C. F. McClellan, book-keeping and arithmetic; Prof. Corwin B. Mallory, English training; Prof. C. O. Wilson, penmanship; Prof. H. B. Whitman, stenography and type-writing. All are craftsmen whose reputations for scholarly attainments are more than local. One feature which has proved very popular is a lecture each Friday by some prominent gentleman of the city. The College thus far has had a very prosperous career, and with such an enterprising gentleman as Prof. Clark at its head, there is no reason why it should not continue to flourish.



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ERIE, PA., MARCH, 1886

Vol. 1—No. 3.

The Omaha Daily Bee pays a very flattering notice to the Omaha Business College, conducted by Messrs. Ruthven & Dailey, which is well merited.

Into these three classes all teachers may be divided: Teachers who have nothing more to learn; those who are imitators of methods; and lastly, those who study and apply principles. In which class are you?

THERE is a world of truth in Josh Billings' statement, that "Tu sta is to win." How many golden opportunities are lost for want of persistence. Instability is the shoal upon which more lives have stranded than upon any other, excepting, perhaps, intemperance, and the two are very close neighbors.

No teacher is too poor to subscribe for a good educational journal, and occasionally buy a standard work on teaching. The live teacher must read. He becomes liberal by understanding the methods of others. There is no other way of teaching, and the teacher who is satisfied with what he knows will make no advancement in the profession.

It is with pleasure that we announce the fact that C. U. Johnson, late manager of the Erie Dispatch Printing Co., has become a partner of F. W. Clark, of Clark's Business College, and that the firm, in accordance with the progress of the age, have deemed it advisable to give an additional impulse to the promotion of practical education by establishing a Commercial College in Buffalo, N. Y. The new College has an excellent location, being in the Coal and Iron Exchange Building, and possesses all the facilities that can in any way contribute to the convenience and advantage of students. The most modern and improved methods of actual business practice have been introduced, affording students the advantages of doing business with the managers of the various departments of actual business practice in the College at Erie. The Institution is in every respect well adapted to meet the demands of the great commercial city in which it is established, and it will no doubt achieve the distinction its superiority merits.

NO AMOUNT of instruction, come from whatever source it may, can enable a student to become a good penman except he apply it in a systematic and continued study and practice until that degree of knowledge and skill desired, has become a part of himself, a confirmed habit, which leads him to do most easily and naturally, the thing he aimed to do. In fact, this principle is true in any department of knowledge over which one may seek to gain a mastery. It is only by systematic, earnest, and concentrated study and effort that success can be realized in any field of human action. By this means, the professional man, the student, the business man, and the athlete many times multiply their power of achievement. For lack of systematic effort, the machinery of success, many a worthy ambition and good resolution have come to naught.

"Why do we not teach writing in our schools?" a question proposed for discussion at the Last Teachers' Institute of Erie County, seems to have elicited neither explanation nor comment, though one teacher ventured the opinion that children should be taught to make things on the board, but it need not be called writing. The indiscretion on the part of the teacher who proposed the above question brings before the people the fact, long known to those who have observed the work of our public schools, that the study of writing has been cast aside, and the fact that this question brings to notice a grave dereliction of duty on the part of teachers, or an imputation to that effect, and that it received neither answer nor refutation in a convention of teachers and school superintendents, is a tacit admission that they do not teach writing, and that they do not wish to expose the causes of such neglect. The suggestion of the teacher, given above, that children may be taught to make things on the board, but that we should carefully avoid calling it writing, probably implies that writing is distasteful to teachers, which is no doubt true, as they are generally supposed to have a decided aversion and contempt for everything they do not understand. It certainly cannot imply that pupils would take less interest in the exercise to call it writing instead of "making things," for there is

no other branch of study in which they take so much delight as in practicing penmanship. Are not teachers of common schools, by giving little or no attention to so essential a branch of education as writing, betraying an important trust? Are they not supposed to be preparing our boys and girls for usefulness, and have they found some substitute for penmanship, in this age of great commercial enterprise, business activity, literary development, social intercourse, and low rates of postage? No, nothing has been, and never can be, found to take the place of penmanship. Skill in writing is second only to skill in speaking. Parents deplore the fact that their children do not learn to write, in consequence of which business men have difficulty in securing efficient assistants, and boys and girls are deprived of an important stepping-stone to usefulness.

Superintendent Lord, in an address before the Annual Institute of Crawford county, speaking of the faults of the common schools and common school teaching, as an example, referred to a youth who had finished a course in the public schools at seventeen, entering a business man's employ, where it was found that "he did not know anything that he should have known."

In employing improved methods of instruction teachers should not overlook entirely the practical side of education, if they would serve the best interests of their patrons.

Let teachers make the same preparation to teach penmanship that they make to teach other branches, and let superintendents require such preparation before granting certificates, and one great stride will be made in the direction of practical usefulness of common school education.

Every young man, no doubt, wishes to achieve success in life, a success that shall contribute to his own welfare and that of others; and he, no doubt, looks anxiously about him for a starting point upon which he may begin to build. Very many spend their lives in a vain search for something to do that shall bring them a little nearer to the desired end; and a singular feature of this fact is that the very things they need are spread all about them in abundance, among

which are the means of acquiring useful education.

Every young man, by utilizing his leisure hours for a few months, can gain a skill in penmanship, that will prove to him an invaluable resource in whatever he may turn his attention to. From writing, he may go to most any other useful branch of study, and then to another, and so on until, in a few years, he finds himself in possession of a capital stock for usefulness, of which any man might well be proud; and all accumulated without taking one moment from his accustomed employment, but merely by using judiciously those hours that would otherwise, most likely, be frittered away in idleness, and probably in the indulgence of habits having a pernicious influence on himself and his associations. It is the part of wisdom for every aspiring young man to fix upon some worthy purpose, and to begin at once, by well directed and systematic effort to employ his leisure in bettering his condition to battle for an honorable place in the world's field of action.

BOYS, LEARN TO WRITE.

There is no accomplishment that speaks more for you than a good, plain and rapid handwriting. It is what business and professional men admire, and what practical life demands. It is a substantial mark of scholarship that gives you preference, place and larger salary. It is one of the secrets of success and a golden key to prosperity. The boy who writes best gets the first place and the first raise in salary. You can turn many idle half hours and evenings into a capital that will pay compound interest by practicing this most useful and valuable art. Don't think you write well enough; nine out of ten who think and say that can hardly write their names. Experienced teaching and vigorous training will greatly assist you, and practice will improve you. Avail yourself of both means, if possible, and you will find it the best investment of your life.—*Penman and Artist.*

H. J. Michael, Engrosser, Allentown, Pa., thinks "that every person who received the first two numbers of THE AMERICAN PENMAN must admit that he is getting the full value of his money with a good rate of interest."

WILL PENMEN GO TO HEAVEN?

[BY I. W. PATTON, IN THE CHIRO-RAPHER.]

While walking down a wooded glen,
And thinking of the past,
I sat to rest upon a bank
And soon was sleeping fast.

I dreamed I saw the gates of Heaven,
And heard the music sweet,
And through its gleaming portals,
I greeted the merry sect.

I saw the good and great men
Of every land and clime,
And heard their tuneful voices,
In glorious anthem chime.

I thought of all the penmen;
The great ones and the small,
Their rising and their falling
On this terrestrial ball.

But, as I looked in at the gate,
No penman could I see;
And as I stood there wondering,
An angel came to me.

Said I: "Oh, blessed angel!
May I question thee?
If, within those shining portals,
A penman ever passes?"

"A penman? what are they?" it said—
"I guess I do not know—
Oh yes, I do remember—
You'll find 'em all below."

My heart grew faint, I turned to go,
But saw, approaching near,
The gates of Heaven, a band of penmen,
And waited just to hear.

With bold and steady steps they came;
Friend Gaskell led the van;
A troop of mighty soldiers,
They had turned out to a man.

There were Michael, Masselman, and Ames—
The Spencers, too, were near—
Isaacs and Palmer walked side by side,
And Pierce brought up the rear.

Shaylor, Himman, and Madaras—
Dennis, Schofield and all the rest—
All clad in following their leader's bold,
Close to the gates they prest.

They halted, and friend Gaskell nodded;
An angel, bright, appeared,
And, when he saw this august (7) band,
He turned his back and sneered.

"We've come to stay," said Gaskell;
"We have traveled many a day;
The dusty road to Heaven,
And now, we're here to stay."

The angel turned him round about,
While the penmen shook with fear;
He spoke with voice as thunder loud:
"No penman shall enter here!"

They turned away in calm despair;
A council shook they took;
"If we can not stay here," spoke Michael,
"For some other place we'll look."

[And they looked]

RAISED ON THE FARM.

"Born and raised on the farm." A boy should thank God for being so fortunate as to be born and raised on the farm. There is no place on this green earth so well adapted to perfectly develop mind, muscle and manhood as a farm; there a boy has the purest air, the freshest and healthiest food, plenty of unrestricted exercise, the brightest sunshine and the soundest sleep—the very conditions necessary for the highest development. Nine-tenths of all the men who have made their mark in any business, profession, or pursuit have been born and raised on the farm; this is not so much because there is better blood on the farm, but because the surroundings of farm life are better calculated to call out what is latent in a boy and develop a full-grown, healthy, perfect, self-reliant man.—*Toldo Blade.*

THE HOME.

The Common Ideas Among Boys of What Constitutes Manliness—Training and Association.

JOHN QUINCY ADAMS' TRIBUTE TO HIS MOTHER—THE INFLUENCE OF PRECEPT AND EXAMPLE.

THE ART OF PENMANSHIP—SMALL TALK AND ITS USES—HINTS TO THE BEGINNER.

MAINLY CHARACTER.

The *Philadelphia Ledger* recently published an excellent article on the world's ideal of manliness of character, and makes very nice distinction between the real and the sham article. It is so well written that we produce it as far better than anything we can say on the subject, and it contains in no small compass great and far-reaching truths:—

"There are few things more really admirable than a manly character in the true sense of the phrase, yet there is nothing about which people make more mistakes, or exhibit more confusion of thought. Every school-boy and every youth commencing the business of life desires to become manly, or at any rate to be considered so; but the conceptions they form of manliness, and their notions of the elements it contains, are not only crude and uninformed, but often shallow, superficial, and false. The boy of twelve or fourteen who forms his ideal from a set of dissipated youths a few years older than himself, apes their dress and manners, learns to smoke, perhaps to drink and gamble in a small way, struggles to free himself from parental control, and the any join in their amusements and vices, and persuade himself that he is thus cultivating a manly character. To cut away as fast as possible all traces of childhood and youth, to break all bonds of restraint, to obey no will, but self will, to spend idly and live recklessly, seem to many youths to be the very essence of manliness, and they accordingly strain every nerve to accomplish so desirable an end."

"Some, brought up under different influences, have other and higher notions of manliness, which yet are far short of a true ideal. Courage and daring, with some, constitute its grand element. To conquer natural timidity, to overcome the fear of danger, to rush into fire and water or battle with unshaken nerves, seem to them the most worthy objects of aspiration. Others think the acquisition of money is the great step leading to manliness. They will relax no effort to become wealthy, will sacrifice health, friends, leisure, amusement, even a good name, and sometimes integrity itself, to reach this coveted goal. The common idea of what constitutes manliness held by boys at the very time when character is being formed, is generally a false and a low one. Some think careful consideration of and obedience to their parents' wishes and commands are weak and unmanly traits, and they are. But where parents govern kindly, firmly, and well, such conduct is inexcusable, for nothing is more beautiful than perfect confidence between parents and children. In John Quincy Adams' letter to his son, extracts from which have been published at different times and places, we say: 'What is due to gratitude and nature that I should acknowledge and avow that such as I have been, whatever it was, that

such as I am, whatever it is, and such as I hope to be in all futurity, must be ascribed under Providence to the precepts and example of my mother.' What a noble tribute to a mother's memory. It is true that all mothers have not such noble characters as had Mrs. Adams, but I have great faith in the final triumph of early training, and can only blame parents for not having discovered the correct way to mold and train each peculiar disposition, when boys and girls develop into men and bad women. Again, as the *Ledger* says, some boys think that smoking and drinking are 'manly,' and at an early age have a fight with nature, to win a victory over the stomach, which rejects such poisons at first, and thereby contract not only unclean but decidedly injurious habits. Others think to swear readily on all possible occasions is a true sign of manliness, hereby contracting a mean and wicked habit. A truly manly man would rather treat an offense with contempt than show his anger or indignation by an oath. Swearing is a mark of cowardice. It is not genteel, and says Webster, a gentleman is a gentle man—well bred and refined. It is indecent, and 'want of decency is want of sense.' It is abusive alike to the mind that conceives it, the tongue that utters it, and to the person at whom it is aimed. It is venomous and contemptible, violating the divine law of Him who 'will but hurt the guiltless who taketh his name in vain.'"

Frequently men of the roughest exterior, who all their life have had to follow the plow, or do the roughest of manual labor, are real gentlemen at heart, and have more manliness than is found in the costly bonnets of their more successful fellow-men. Indeed he is the humblest in the harsh judgment of a cold and selfish world, is adjudged the kindest in point of manliness and real worth by Him who is 'no respecter of persons.' It is this thing of character that tells more truly than anything else that training from infancy and association is stronger and more reliable than heredity.

SMALL TALK.

Nobody abuses 'small talk' unless he be a morose and selfish person, or a stranger to its convenience. Small talk is the small change of life, and people—society—could not get along without it. There are times when it is 'folly to be wise' when nonsense is palatable and refreshing, and when sedateness and gravity are well dispensed with. A philosopher cuts a sorry figure in a ball-room if he carries his wisdom and philosophy with him. If his philosophy does not teach him that he must make the best of matters and take things that he cannot control as he finds them, then indeed has his time been wasted in the study of philosophy. It should teach him not to go to Rome, unless when there he is willing 'to do as the Romans do,' in a certain sense at least. Metaphysics are as welcome in the midst of strains of the waltz as a skeleton at a dining-table. There are men who are entirely too lofty for small talk, and regard with a mild contempt those who indulge in it. They are above attempting to make themselves agreeable, above pleasing, and being pleased. They are all wisdom, all gravity, all dignifying few all such as find them. They do not believe that the art of pleasing is the soul of good breeding, and by the course they pursue they make their conversation as desirable and appropriate as would be the sounds of a Strauss waltz on a violin in a church on Sunday or a choir of all such we quote the old time couplet.

"A little nonsense now and then
Is relished by the wisest men."

HOW SHALL I SUCCEED AS A TEACHER OF PENMANSHIP?

BY PROF. H. RUSSELL, JOLIET, ILL.

The above pointed interrogation came to me from a young aspirant, who says: "I desire nothing on earth so much as to become a successful teacher of penmanship, and as you have had upwards of twenty years successful years in the same, I look to you for a few points in THE AMERICAN PENMAN, of which I am an subscriber, also for all other penmen's papers that I have yet heard of." This is a very sensible letter, for every young man that will take and read all the penmen's papers and follow their advice, need never fear that his will fail. Every penman's paper that has ever existed in this country I believe I have taken and have contributed something to make it interesting. I have many bound copies of these papers in my library, which I regard as a treasure better than gold. While I could give the young man my individual experience, these papers contain the experience of scores and hundreds of the ablest veterans, which will tell you what to do, when, and how to do it. Every young penman who desires to stamp improvement on the wings of time will draw inspiration and courage for the good work before him, if he will take and read all of the penmen's papers. In addition to many excellent copies for practice, they contain a vast fund of valuable information that will be of great use to him every day and hour of his life. Any penman, young or old, who neglects to read these papers is penny wise and pound foolish. In conclusion, let me emphasize the importance of following the advice of those who have been successful, and take warning from those who have proven failures, always remembering that—

Better than gold is a studious mind,
That in the realm of books can find
Treasures that surpass the Australian ore.
And live with the great and good of yore.
The pen's pen and sage's by
And glories of empires passed away,
All there a pleasure will unfold,
And leave us a treasure better than gold.

TRIBUTES TO WASHINGTON.

All the good, whether learned or unlearned, high or low, rich or poor, feel that there is one treasure common to them all, and that is the fame and character of Washington. They recount his deeds, ponder over his principles and teachings, and resolve to be more and more guided by them in the future.—*Webster.*

Washington may justly be considered one of the greatest men the world has produced. Greater soldiers, more intellectual statesmen, and profounder sages have doubtless existed in the history of the English races, perhaps in our own country—but not one who to great existence in each of these fields has added such exalted integrity, such unaffected piety, such unsullied purity of soul, and such wondrous control of his spirit.—*Z. B. Vance.*

Liberty unsheathed his sword, necessity stained, victory returned it. If he had paused here, he might have doubted what station to assign him; whether at the head of her citizens or her soldiers, her heroes or her patriots. But the last glorious act crowns his career, and banishes all hesitation. Who like Washington, after having emancipated a hemisphere, resigned its sword, and here, in the quiet of domestic life to the adoration of a land he might be almost said to have created.—*Phillips.*

LESSON IN PENMANSHIP.

BY S. A. DEARE.

To a previous article on Practical Penmanship, we gave directions in regard to position and the first steps in acquiring the muscular movement, which seems to be gaining recognition among progressive penmen as the most essential requisite leading to a mastery of the art of writing. While, from the first, perfect freedom and ease of movement should be employed, and careless, sprawling, irregular strokes studiously avoided, the learner should keep constantly in view the desired end, and aim to execute accurate forms of letters, possessing correct proportions, harmony in slant, graceful curves, and even shades, that he may, while developing movement, study form, and cultivate a taste for the beautiful in writing.

Free muscular movement is indispensable in achieving success in the art of penmanship, but it should be considered the means and not the end, and in gaining a mastery over it, one should not

tention, and this attention should not consist altogether in practice, but should include a great amount of careful, critical study of copies and all writing that may come under the learner's notice. Success in learning to write, like success in almost everything else, depends upon a well-directed and energetic effort, and by the application of these requisites one can never fail to accomplish most satisfactory results.

HINTS ON MOVEMENT.

The design of this exercise is to teach the combined movement, and it is the best exercise I have ever tried for bringing up the finger movement. I think the proper movement is the muscular and finger movement combined. The important point in teaching this movement is to impress firmly upon the student's mind that every stroke of the pen outside of the downward stroke should be made by sliding the whole hand, and that the last two finger nails should move with the pen. When the pupil

of business constitute a very small proportion of those who embark in it. Almost as I write I come on the following item in a daily paper. Of a thousand and medical students who graduated from an English institution fifteen years ago, twenty-three have achieved distinguished success and sixty-six considerable success; the remainder are struggling for a bare livelihood, have failed, left the profession, or died. Other professions and occupations would tell substantially the same tale. Commerce forms no exception. Even in the cases of employees in our large houses or corporations, it is a fact familiar enough to business men, but not generally appreciated perhaps by outsiders, that the men in receipt of one thousand dollars a year or over form a very small percentage of the whole staff. When competition is so intense and the prizes so few it is easy to infer that the man handicapped in any way stands a poor chance of forging to the front. In point of fact, the great majority of those who attain

COMPENDIUMS.

FOR THE AMERICAN PENMAN.

In your February issue you expressed a wish to hear from those who have used the compendiums, as to the benefit derived from them.

I must say that they have been of benefit to me, for, although a poor writer, yet I have made a great improvement by their use, and have become such a lover of the art that I hope to make much greater improvement.

The compendium was the first thing I saw in the line of penmanship to awaken me to a sense of the need of it. It was Gaskell's Compendium that I first used, and I still like to take it up and follow the copies with their fine shades and beautiful curves through again and again.

That compendiums have been a great incentive, and are still so, there can be no doubt. We see stated time and again that such and such a penman or famous card writer, is one of the compendium boys.

Exercise on Movement, by Prof. C. M. Robinson, of Lafayette, Ind.

lose sight of the ultimate object to be attained. The exercises introduced below are admirably adapted to the development of movement and the idea of form.

has learned to slide the back of the last two nails on the paper at the same time he slides the pen, I think he has learned the most important feature in writing.

[The exercises and suggestions on movement, here presented, are given by Prof. C. M. Robinson, of Lafayette, Ind. In the next number of THE AMERICAN PENMAN there will appear an extended lesson on movement by Mr. Robinson.]

CAN COLLEGE GRADUATES SUCCEED IN BUSINESS.

Does college graduation tend to aid a business man in earning his livelihood? I very much doubt it. A trained intellect is a fine tool. But we know that in many mechanical operations the very fineness of an implement is a bar to its usefulness. It either cannot do coarse work, or it does it imperfectly, and to the injury of the material on which it operates, as well as with almost certain damage to itself. Every-day experience tells us that the analogy holds in the ordinary business of commercial life. There are a thousand contingencies in the stores, the warehouses, the sheds, and the counting-room, wherein the average cultured mind finds itself out of place. Too generally it regards the work as beneath it, and, therefore, humiliating, almost uniformly it finds it commonplace and uninteresting, often positively irksome and distasteful, and absolutely painful. The result is discontent with—not rarely contempt for—the position in which it is placed. "O quam miserum olim finis beatum" was the pathetic cry wrung from the desolate heart of Coleridge when serving as a private in a British regiment of dragoons. It would be vain to look for anything but a perfunctory and unsatisfactory discharge of duty from any one who regards in this spirit the work he has to do. Coleridge never rose out of the awkward squad. The man of culture whom the humdrum drudgery of every-day commercial life soaks, and dilly is certain to continue in a corresponding low position.

The men who succeed in any branch

even this comparative degree of success have entered their house as boys, have grown up in it and identified themselves with it. It is their world; it satisfies their mental appetencies and aspirations, and gives scope for all their energies. They are, therefore, abundantly contented in it, and the deft and nimble execution of its most mechanical details is matter of pride to them. They are part of a machine. It is to be expected that the average college graduate comes out on fair terms with such men. Nor must the fact be overlooked that, irrespective of special qualifications, mere length of service is an important factor in promotion. Here, too, our student is at a disadvantage. While he was cultivating his tastes and forming his habits in the groves of Yale and Harvard, his less cultured rivals were putting far good years to their credit.

It is much the same in other walks of non-professional life. The men who attain the highest positions in the executive departments of our railroads are not college graduates. The same holds in the various departments of government. Few chiefs of division or heads of bureaus who have worked themselves up without political influence are college-bred. They are, for the most part, practical business men.

Why, then, it may be asked, do so many business men graduate at a college education? Largely, it may be because such persons attach an exaggerated importance to any branch of knowledge or learning in which they feel themselves deficient; and, more legitimately, because they have learned by experience that a certain degree of culture is necessary to enable a man to move comfortably in the social sphere to which they have attained. It must be borne in mind also that the sons of such men have not to commence their business life at the bottom of the difficult ladder, but are at once placed on the higher steps and have all advantages in climbing. And yet, withal, it would be curious matter for inquiry to determine what proportion of those youths born with the silver spoon in their mouths, could better or maintain their fathers' position. *Lippincott's Monthly Magazine.*

That the compendium now published may not be up to the times as the journals of penmanship and commercial schools say, may be true, I would not presume to judge, but that they were the first medium offered between the master and the pupil cannot be gained.

We are well aware that a student in a school of penmanship has many advantages over the self-instructor, or the private or corresponding student. In the school he has usually more than one master of the art, from whom to receive instruction. Then again, he has an opportunity to criticise and to compare not only his master's, but his fellow-students' work, which is worth more to him than all the copies that he could get in the world. But, knowing all this, would it be wise to discourage young men and women who, from circumstances, are so situated that they have not the chance, or any prospect of a chance, to obtain the benefit of a school or master, from getting what they can for a dollar, and thus putting themselves in the best condition they can by self-instruction, for the active duties of life that may develop upon them now, or for the opportunities that may come later.

While there are many who could, but do not, there are very many who cannot avail themselves of the superior advantages of the school, and to this latter class the compendium proves itself an invaluable assistant, and its use should be encouraged by all who would see progress in the art of penmanship.

A. B. DALZIEL, McKean, Pa.

The other evening a corner loafer invited a lady, and a man passing, who observed it, jumped in and thrashed that loafer all over the sidewalks, so that the brute was sore, skinned and bruised all over, and felt as though he had been to a picnic. And the lady thanked the gentleman, while the crowd cheered. He said: "Oh, you needn't thank me, man; I'm glad to do you a service, and I was going to lick the fellow any how. I recognize him as the cross-eyed pirate who put a bee down my back at the Museum, 'yesterday night, and I've been looking for him since." *Boston Post.*



The oval in the small letter o is equal in width to the extended loop in the other letters in the combination, and by keeping this fact in mind, the learner acquires the power to detect any inaccuracy in respect to width. These exercises illustrate the manner in which most of the letters of the alphabet may be combined to form excellent exercises for private learners, and for use in classes where they may be profitably employed for practice in concert, to secure the desired degree of rapidity. The capital letter exercises afford the advantage of being so closely connected that the student, by comparison, can easily detect irregularities and defects in form, and is enabled to secure a degree of uniformity that will add much to the beauty and utility of his writing. Many learners are inclined to think the capitals are more important than the small letters, and consequently apportion their study and practice in accordance with this erroneous idea. The small letters, combined in words, should receive most at-

The American Penman.

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Single copies of THE AMERICAN PENMAN will be mailed to any address on receipt of a cent. Sample copies will further notice sent free.

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SPECIAL INDUCEMENT.

It is the intention to make THE AMERICAN PENMAN one of the best of its class, and we desire thousands of subscribers from all parts of the country, and all persons subscribing before January 1st, 1905, will receive a copy one year for 50 cents. When a c.n.b. of 10 is sent, it will be furnished for 45 cents each, and club from 10 to 30 or more, will receive it at 40 cents each.

PREMIUMS.

We have made arrangements with the publisher of the *Southern Progress*, a new and desirable magazine published at Chattanooga, Tenn., to furnish our subscribers with that THE AMERICAN PENMAN and the *Southern Progress* for one year for \$1.00, which is the subscription price of the "Progress" alone.

To all persons interesting themselves in behalf of THE AMERICAN PENMAN and sending clubs of two or more, a discount of 10 per cent. will be given the one sending the club on all subscriptions forwarded to THE AMERICAN PENMAN. We prefer to give cash premiums to these sending clubs, and this rule will be invariably followed.

Remittances should be made by N. Y. Draft, P. O. Money Order, Postal Note, or Registered Letter.

CLARK & JOHNSON,
Publishers, Erie, Pa.

In answer to W. P. Z. The oblique holder has advantages over any other, particularly for the student and the professional penman. In its use the hand is permitted to rest in an easy, natural position, well suited to the exercise of the muscular movement, and the position and slant of the pen point is more nearly in accord with the slant of the letters, making a smoother hair-line and an even shade than is possible with the straight holder.

Care should be exercised in the selection of an oblique holder, as many of them, from their imperfect construction, are worse than useless. A good one holds firmly the pen, which should fit perfectly, so that its point will be in line with the center of the holder.

Among the pens most suitable for the student's use are Musselman's Perfection Pen, Spencerian No. 1, Gillott's No. 604, and Isaac's Ideal. There are other varieties that would no doubt give satisfaction, but the above named varieties we know to be good, and recommend them to learners, who should have good material with which to practice, if they would secure the best results from their efforts.

The muscular movement should be employed almost exclusively by the student of plain penmanship. Other movements are used by professionals

in ornamental work, but they should receive very little attention from the student before he has laid the foundation for excellence in the "art" by mastering the muscular movement.

OUR EXCHANGE LIST.

The March number of *The Penman's Art Journal* does not fall below its high standard of excellence in any respect.

The Western Penman continues its movement (muscular) onward and upward toward a lofty plane of excellence in chirographic journalism.

The Penman's Gazette comes regularly, well-filled with a variety of interesting and instructive articles pertaining to penmanship, short hand, etc.

We have received a copy of each of the following college publications, all of which reflect much credit upon their editors, by their attractive appearance and interesting reading matter:

Penman and Artist, Indianapolis, Ind.

Normal Penman, Fort Scott, Kas.

The Ananurms, New York.

International Business College Journal, East Saginaw, Mich.

Business College Mirror, London, Ont.

The College Review, Lawrence, Kas.

The Lincoln Monthly, Lincoln, Neb.

Normal and Scientific Journal, Bloomfield, Iowa.

Teacher and Penman, Smithville, O.

There is a world of truth in the following words of Dr. Lyman Abbott, that teachers will do well to thoroughly study. Compressed into a few sentences is here a volume of most valuable thought.

"There is a difference between learning and wisdom. Learning is intellectual wealth; wisdom is intellectual power. Learned men are not always wise; wise men are not always learned. Learning tends to give wisdom, but wisdom is by no means always the accompaniment of learning. Abraham Lincoln was not a learned man, but he was a very wise man. James I. of England, is said to have been a learned man, but he certainly was not a wise man. F. W. Robertson states admirably this distinction:

'Let us distinguish wisdom from two things. From information first. It is one thing to be well informed; it is another thing to be wise. Many books read, innumerable books lived up in a capacious memory—this does not constitute wisdom. Books give it not. Learning comes by studying; wisdom by thinking. Learning comes from without; wisdom from within. Learning is an acquisition; wisdom is a development. Learning may be forgotten, and so lost; wisdom is a part of the character, and so will abide forever. These two possessions are the greatest which any man possesses.'

J. M. Harkins, Culbourn, Ga., says: "I am in receipt of February number of your valuable paper. It went beyond my expectation in containing so many good things on penmanship."

Prof. C. R. Bales, of the Evergreen Business College, Bloomington, Ill., favors us with a list of subscribers for THE AMERICAN PENMAN. Mr. Bales is a fine penman and a prominent business educator of his State, and we are gratified to receive favor at his hands.

LETTER WRITING.

BY E. E. ISAACS.

Article 2.

For the benefit of those who may not have seen the February number of THE AMERICAN PENMAN, I will state that in my first article I spoke about *Materials*, namely, paper, ink and pens. I also nipped out the subject of Letter Writing as I respect that it, and those who read the first article will pardon me for repeating the outline here.

I shall treat of: 1. *The Mechanical Structure of a Letter*, which will include (a) *Materials*, (b) *Handling*, (c) *Introduction*, (d) *Body*, (e) *Conclusion*, (f) *Folding*, (g) *Superscription*, (h) *Stamp*. 2. *The Penmanship of a Letter*. 3. *The Rhetoric of a Letter*, which will be confined to the more practical divisions of (a) *Spelling*, (b) *Capitalizing*, (c) *Punctuation*, (d) *Diction*, (e) *Construction*, (f) *Miscellaneous*. 4. *Classification of Letters*. 5. *Cards and Notes*. 6. *Miscellaneous*.

THE HEADING.

The *Heading*, in a social letter, is a statement of the place where the letter is written and of the time when it is written. Business and professional men, as a rule, have printed headings, indicating the name, address and business of the person or firm, together with the place and a blank space for the insertion of the date.

The heading of every letter, then, should contain these two items: the *Place* and the *Date*.

The *Place* must consist of two items: the *Post Office* and the *State*. If written from the country or small town, the county should also be given. If from a large city, like Chicago, New York, or Boston, where the mail is delivered by carrier, the number and street should be given. As a rule, the *Place* portion of the heading is used by our correspondents in his return address to us, hence care should be taken to make it accurate and full.

The *Date* consists of the month, day of the month, and the year.

Position and Arrangement.—The written heading may occupy one, two, or three lines, according to the number of items and the length of the words composing it.

MODEL HEADINGS.

(No. 1.)

Valparaiso, Ind., Mar. 1, 1896.

(No. 2.)

59 State St., Chicago, Ill., 5-1-96.

(No. 3.)

Valparaiso, Porter Co., Indiana,

March 14, 1896.

(No. 4.)

212 Wabash Ave., Chicago,

March 10, 1896.

(No. 5.)

Northwestern University,

Evanston, Illinois,

March 20, 1896.

If the heading consists of the post-office, State and date only, one line is usually sufficient. If it should be written on the *Red ruled line*, beginning at or near the middle from left to right, and should end near the right edge of the above, as shown in Models 1 and 2 above.

If the county is given, or if the sheet is small, or the writing is open or running, it may be necessary to use two lines, in which case the arrangement should be as shown in Models 3 and 4 above. It will be noticed that the first line contains the *Place* and the second the *Date*; also that the two lines end even at the right, but do not begin even.

When it is necessary to use three lines the arrangement should be as in Model 5.

Punctuation of the Heading.—The different items of the heading are separated

by commas, and a period is placed after each abbreviation, and after the last item. As will be seen by studying the models, an abbreviation frequently requires both a period and a comma after it.

Note.—The heading is an elliptical sentence. Thus, "Valparaiso, Porter Co., Indiana, March 1, 1896," means: "This is written at Valparaiso, which is in Porter County, which is in the State of Indiana, on March 1, 1896."

Brevity.—In my last article in the paragraph treating of *Form*, the proof-reader of THE AMERICAN PENMAN allowed this awkward and incorrect expression to be used: "But letter writing is applied penmanship, business penmanship, and applied penmanship prescribes instruction and practice in the art of writing," etc. It should have read: "But letter writing is applied penmanship—business penmanship, and applied penmanship prescribes," etc.

Also in the sentence, "These pens are all of medium firmness," the last word should have been "fineness."

SPECIMENS RECEIVED.

C. H. Jump, Sandusky, O.

J. C. Knapp, Rushville, Ills.

J. H. Schoonover, Colo. Iowa.

W. J. Beasley, Union City, Pa.

E. J. English, Cherry Flats, Pa.

W. P. Cunfield, Cedar Rapids, Ia.

C. M. Robinson, Business College, Lafayette, Ind.

C. R. Bales, Business College, Bloomington, Ill.

D. L. Musselman, Business College, Quincy, Ill.

W. H. Sadler, Business College, Baltimore, Md.

R. H. Hill, Business College, Waco, Texas.

G. G. Zeth, Business College, Altoona, Pa.

D. B. Williams, Bryant's College, Chicago, Ill.

C. W. Jones, Wichita, Kas., Business College.

W. F. Giesseman, Des Moines, Ia., letter and cards.

G. Bixler, Smithville, O., letter and neat flourish.

J. W. Van Kirk, Milton, Pa., letter and bird flourish.

W. H. Franzell, Aberdeen, Ark., letter and set of capitals.

Myron Ryder, Ceresco, Mich., letter and cards.

Prof. H. J. Williams, Richmond, Va., encloses his subscription, together with a superior specimen of flourishing.

W. N. Ferris, Big Rapids, Mich., says: "Enjoyed reading first number of THE AMERICAN PENMAN. I anticipate a grand success for your paper."

The finest specimen of letter writing received this month is from the pen of Prof. J. W. Pierson, Elliott's Business College, Burlington, Ia.

From W. A. Schell, Alton, Ill., a nicely written letter, in which he speaks in complimentary terms of THE AMERICAN PENMAN.

From C. D. Hippy, of Riceville, Pa., a hearty endorsement of the Lesson on Practical Penmanship in the January number of THE AMERICAN PENMAN.

JOSEPH CHAMPION.

(Specially prepared for THE AMERICAN PEMANN BY
W. H. Lohrop, of South Boston, Mass.)

In the account that I give of some of our penmen I am obliged to speak with a sort of coldness and reserve. But in describing the works of this gentleman, I am under no apprehension of letting my pen run too fast, in the tract of the panegyric.

So many beauties, in every part of his Chirographic performances appear, such a masterly command in the execution of them that they merit a general indiscriminate applause."

"He began very early to distinguish himself, and to manifest his fitness for that employ, in which he has since been engaged with great reputation, for above those twenty years. He is descended from a reputable family in Kent,

years old. After he left Mr. Snell, he kept a boarding school in Saint Paul's Church-yard; and has been much employed, as a private teacher amongst the nobility and gentry. He is now, (1791,) master of the new academy in Bedford Street near Bedford-row, from whom, (if Heaven prolong his life and health,) the world may still expect more curious, and useful productions from his quill.

"Anno Dom. 1733, he published from the letter press, his Practical Arithmetic. In the year 1747, he published The Tutor's Assistant in Teaching Arithmetic, wherein the rules are explained, and variety of examples given under each head, with spaces left for the operations to be inserted in. It was principally designed for the use of schools, containing 40 plates in quarto; the greater part

accurate in many respects, is yet of good use to one who writes upon the subject I am treating of, by mentioning most of the celebrated penmen, both foreigners and those of our own nation. And Mr. Thorowgood, though he has performed the work of a curious engraver, acknowledges that no graver can fully come up to the neatness, spirit and freedom that there is in the author's hand, a great economy from so proper a judge." In the year 1754, he published his "New and Complete Alphabet," with the Hebrew, Greek and German characters. It contains twenty-one plates in an oblong folio, engraved by Geo. Bickham. There is a dedication by the editor, or print-seller, Henry Overton, wherein it is said that it contains the greatest number of alphabets ever yet performed by one person in England.

2. Engrassing-hands for young clerks 1757.

3. The Young Penman's Practice, in 1760.

4. Two descriptions of Mr. Cockerton's wonderful Gynastone on two separate plates. 1758.

5. A multiplication table in neat miniature for the use of the ladies.

6. A new interest table for any sum, etc. His most capital M. S. S. are the following.

1. A large body of penmanship in common ink, addressed and presented to the Royal Society in 1754. A laborious and curious performance in 20 folio leaves.

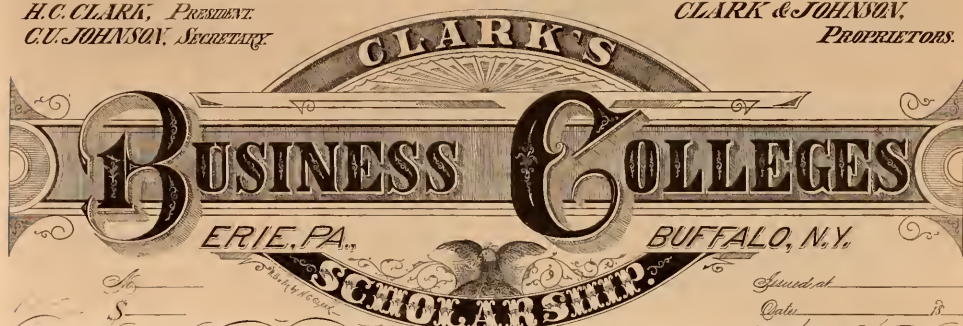
2. The city freedom in vellum, for the late Prince of Wales.

3. The Duke of Cumberland's—ditto.

4. The Honorable Mr. Pitts—ditto; and Mr. Bilton Legg's—ditto."

H.C. CLARK, PRESIDENT.
C.U. JOHNSON, SECRETARY.

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privileges of the prescribed Business Course and of reviewing at any
future time gratis.

PRESIDENT

as appears from a monumental inscription in the cathedral church-yard at Rochester, in which county our author was a free-holder, but was deprived of his birth-right by a fine raised to cut off the entail in that infamously memorable and destructive year to many families, 1720.

"Mr. Champion was born at Chatham, in the county aforesaid, in the year 1709, and received his education partly at St. Paul's School in London, but chiefly under that eminent penman, Mr. Charles Snell, who kept Sir John Johnson's free writing school in Fosters-lane near Cheap-side, with whom he afterwards served a regular apprenticeship, and so well qualified was he then for business, that he taught in a numerous public school before he was twenty

of them engraved by E. Thorowgood and the rest by T. Kitchen and T. Gardner."

While Mr. Champion kept school in King-head Court, the south side of St. Paul's Church-yard, he published The Parallel, or Comparative Penmanship in 1750, exemplified in four of the greatest original foreign masters, viz: L. Maitrot, an Italian of Avignon, 1694. L. Barbedor, a Frenchman, 1647. J. V. Veldt, or J. Van den Velde, Antwerp, 1695, and Ambrosius Perlingh, a Dutchman, Amsterdam, 1679. It contains twenty-four oblong folio-plates, with his picture at the beginning. Mr. Thorowgood engraved it. The whole is an elaborate and curious performance, prefixed to this Parallel, there are four pages of letter press work; which, though not

Anno Dom. 1758. He began to publish The Living Hands, i. e., several copy-books of the round-hand, round-text, Italian, running-hand, engrassing hands and German text. There are about 40 plates of them in quarto, engraved by Messieurs, Thorowgood, Kitchin, Bailey, Howard and Ellis."

Our author was likewise a great engraver and contributor to that very large and elaborate work, Mr. Geo. Bickham's Universal Penman, for which he designed and wrote 47 folio pieces, wherein is exhibited a delightful and exquisite variety of penmanship, both for use and ornament. He has published some lesser pieces, which well deserve public notice.

1. The Czar's speech to King William III: engraved A. D. 17—.

"In fine, as the Muses borrow from, as well as are friends to every article of science, I shall conclude this account of Mr. Champion, with six lines addressed to him by the ingenious Mr. John Lockman:

"No sweeter force the orator bestows,
When from his lips the graceful period flows;
Then words receive, when by thy matchless art,
Charming the eye, they slide into the heart,
When double strength attracts both ear and sight,
And any lines prove pleasing when you write."

Mr. Champion, since above was written, has published a grand and elaborate work, entitled The Penman's Employment, containing choice variety of examples in all hands of England. It contains 44 large folios which Mr. Champion began in 1790, and finished in 1792, the whole engraved by Mr. John Howard."

PENMANSHIP IN PUBLIC SCHOOLS.

BY LYMAN D. SMITH, IN SCHOOL JOURNAL, N. Y. CITY, RICHMOND, CONN.

There is no branch of popular education that stands in greater need of good teaching to-day than writing, and yet there is no branch taught in the public schools, or in the greater part of them, that receives less of good instruction, or correct treatment. Observation, and conversation with teachers and school officials during the past year or two, bear out this statement. I have heard such remarks as: "I wish the writing of my school could be improved," fall from the lips of many principals in recent years. There is need of a general *breaking away* in many schools from old methods of instruction. When this is done, there will be a general and decided improvement in writing in the public schools.

The first step, however, is the adoption of some plan by which regular teachers, male or female, shall be required to be as competent to teach writing as any other branch they may have to deal with. This will be not only a gain to them—adding to their other accomplishments—but will also add dignity and worth to a branch of education that has long been regarded as a sort of foot-ball in the educational scheme, to be kicked out or in at pleasure—tolerated but not treated as an equal in the school curriculum. Teachers are not to be blamed for this state of things. So long as school boards do not require them to qualify themselves to teach penmanship, they will not take the trouble to do it. Let school boards or other competent authority require teachers to be proficient in this branch, and—with woman's well-known power to do whatever she undertakes—she will surely excel. As a vast majority of department teachers are ladies, perhaps I am inclined in alluding to sex. Male teachers, in general, should pass an equally strict examination. When this is done, we shall not hear those careless, off-hand remarks about writing that so often escape teachers' lips. "O, I am a horrid writer," said a teacher to me not long since, and many times I have heard such remarks from teachers, and with so much of nonchalance that they seemed to enjoy the distinction of being "horrid writers" rather than to consider it a defect, and by so much a loss to their store of accomplishments. I am anxious to prolong my terrestrial career to the day when teachers in public shall be as sensitive to their style of writing as they are to their proficiency in orthography. We shall then have a high standard of writing.

The next step to take—after securing the first, and to be taken whether the first is fully realized or not—is to break away from old and unnatural methods of instruction in writing—the method that has been tried and found wanting—and pursue those that are the best teachers everywhere follow and get good results from; such methods as will not only give the young lad of ten years a good handwriting—and should be obliged to quit school at that age, something that will serve him every day of his life—but if he stays to pass through the full course, a handsome, well-rounded, and fluent style that will pass muster in the insurance office or bank.

ALL SHOULD WRITE WELL.

With proper instruction from the beginning to the close of the pupil's common-school career, a large majority of pupils should leave the highest grade of grades in possession of a handsome handwriting. The notion in vogue twenty years ago that penmen are "born writers," has been pretty effec-

tually dispelled by actual experience in the public schools, and in business schools perhaps more fully so. It is very handy to have a leaning or an aptitude in any given direction, it is so much capital to start out in business with, yet without practice it avails nothing. There is more acquired skill in the world than born skill: 90 per cent. of school children can become good writers, if properly drilled.

THE PUBLIC SCHOOL SHOULD MAKE GOOD WRITERS.

Admitting the value to every young person of a good command of the pen in starting out in life—and public opinion is about unanimous on this point—why not let the work be done largely in the public schools, and thus do away with the necessity of sending a boy to the business college, except he desires to extend his knowledge and power with the pen, and develop into the skilled pen-artist? We can send him out a ready writer, and it is sufficient to carry him through all ordinary work in commercial life. Do the principals of our public schools desire to bring about this result? I am satisfied that they do and are ready to weed out and cast away old and effete methods and use on something better, and this not to please authors or publishers who may have books to be considered, but for the good of the rising generation and the uplifting of the standard of writing. Let there be a long and strong pull by teachers in every grade, from the principal down to the lead-pencil classes, and good results will surely follow, which will be a sufficient reward for the labor bestowed.

The next article of this series will be devoted to the method of beginning and conducting writing in the lower grades in public schools, that has produced the best results wherever faithfully and persistently followed.

TEACHING CHILDREN THE PRINCIPLES OF DRAWING.

Provide each child with several short sticks, about the size of matches. (Wooden tooth-picks may be bought by the box, 500 or more, for about ten cents.) These may be kept either in small boxes, or give one to each child, or in one large box, from which they may be distributed.

The teacher may take a stick and, holding it in a vertical position, ask the children each to take a stick and do the same. Ask some one to draw a line to look like the stick as he is holding it. Let them find several things in the room in the same position. Tell them this position is called vertical.

Ask some one to stand in a vertical position, or hold a slate or book in same position. Have the class repeat: "I hold my stick in a vertical position. I hold my slate," etc.

When this is learned, the teacher may hold the stick in horizontal position, asking the children to do the same. Place the slates horizontal. Have them draw this line on the board, and find objects in the room in the same position. Give the term horizontal.

In what position are the walls? The ceiling? The floor? The legs of the table? The top of the table?

The slanting position may next be taken, and term given.

What part of the desk is slanting? What part of the house? In what position are the easel and blackboard?

Place two or more sticks parallel, and have the children draw them. Let them see the lines will never meet. Let them find as many parallel lines as possible in the room. Then let them place the sticks forming vertical, horizontal and

slanting parallel lines, and find objects in each position.

After the oral lesson, the children may arrange the sticks by themselves, and copy the positions on their slates.—*Education by Doing.*

SUGGESTIONS TO AMATEUR PENMEN.

BY C. G. PRINCE.

One of the most common errors into which young and inexperienced penmen fall, is the use of coarse, inferior varieties of pens and muddy ink, the latter being often of a blue or green color, which always betrays a deplorable lack of good taste on the part of the writer. Experienced and skillful penmen invariably select materials of materials with the greatest care, as they are fully aware of the fact that no amount of skill will serve to produce a beautiful page unless ink, pen and paper are of the best.

Another fatal tendency of the young penman is toward the use of superfluous flourishes in his writing. Many an acquiring scribe flourishes up a letter specimen in much the same manner in which he would a bald eagle, or a bounding stag, and then regards it as a masterpiece of art. He labors under the idea that if he would gain a reputation as a great pen artist, he must execute the most intricate forms of capitals and throw as many compound curves around the small letters as possible. He should learn that more skill is displayed in the execution of a single page of perfectly plain, systematic writing than in a whole ream of flourished letter specimens.

Our various penmen's papers can undoubtedly do much to improve the style of writing now in vogue among a large class of penmen, by presenting copies for imitation, more simple in their construction, and devoid of useless and unsightly flourishes.

WHY MEN FAIL.

Few men come up to their highest measure of success. Some fail through timidity or lack of nerve. They are unwilling to take the risks incident to life, and fail through fear in venturing on ordinary duties. They lack pluck. Others fail through imprudence, lack of discretion, care, or sound judgment. They over-estimate the future, build air-castles, and venture beyond their depth, and fail at last.

Others, again, fail through lack of application and perseverance. They begin with good resolves, but soon get tired of that and want a change, thinking they can do much better at something else. Thus they fritter life away, and succeed at nothing. Others waste time and money, and fail through ruinous habits—tobacco, whisky and beer, spoil them for business, drive their best customers from them, and scatter their prospects of success. Some fail for want of brains, education, and fitness for their calling. They lack a knowledge of human nature, and of the motives that actuate men. They have not qualified themselves for their occupation by practical education.—*Youth's Pilot.*

A BUSINESS EDUCATION.

Every young man should aim to acquire a thorough business education—a thorough knowledge of how business transactions of a complicated nature are conducted, and a clear record of them kept. It matters not what the young man's station in life or what his line may be, this is an equipment with which he should provide himself. The young man who is to-day driving rivets may, in ten or fifteen years' time, be directing

the operations of a great manufactory. That is, if he has prepared himself to take advantage of the opportunities which present themselves to him; if, in other words, he has acquired the knowledge of commercial transactions, which must accompany his transition from the work bench to a desk in the private office, where it is as necessary to be able to understand accounts as it is to be versed in mechanics. So, too, the young law student may have, at the very outset of his career, the possibilities of becoming the director and controller of great aggregations of corporate wealth—if he only understands business records as well as Blackstone and the Code. The same principle applies in every vocation, and nothing is harder to have around than a business education. Nor is this very difficult to obtain.—*New-Letter.*

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S. A. DRAKE, Associate Editor.

ERIE, PA., and BUFFALO, N. Y. APRIL, 1886.

Vol. 1—No. 4.

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RAPIDITY and legibility should go hand in hand. It is certainly a fine accomplishment to be able to write in an easy and graceful style. You can not attach too much importance to this fact.

How old should a child be to take his first lessons in penmanship? This question is frequently asked, and calls out widely different answers. We believe in teaching a child how to write just as soon as he is able to read. But we do not believe in allowing him to be the subject of experiment by an unskilled teacher. A good teacher of writing can benefit most any one, and a child of ten years is old enough to begin to receive instruction.

Public school teachers should give more attention to the subject of writing, and not depend upon copy books to teach that which they cannot. A good writing teacher should be employed by every well regulated school, whether it be in the country or city. If this were done poor writers would in two years from now be as scarce as good ones are at the present time.

The Business College is frequently sought by that class of persons who get no attention in writing while in the public schools, and yet our friends of the present public school system say they are good enough and cannot be improved. We would like to inquire if the public schools are not getting above their business? If the pupils are not taught even the three "R's," what are the public schools for, and what practical results are they accomplishing? Will some one please inform us?

OUR EXCHANGES.

The Correspondence University Journal, Chicago, Ill., is an excellent paper.

The Penman's Gazette for March is the best number we have seen. It is a creditable paper.

The Lincoln Monthly, published by Lillibridge & Rouse, Lincoln, Neb., is a creditable journal.

The School Visitor comes to our sanctum regularly. It is a worthy exponent of the Northwestern Business College, Madison, Wis.

The Western Penman is a good paper and worthy of a large circulation. The paper is now published at Cedar Rapids, Ia.

The Curry Institute Index is at hand, and we find it a beautiful college journal. The articles are well selected and the paper neatly printed.

The Penman's Art Journal is gaining instead of losing in appearance. It always has been a good paper, and we know of no reason why it should not remain so.

The College Quarterly, published by Prof. W. E. Drake, Jersey City, N. J., is the ablest college paper we have received. Brother Drake knows how to get up a good paper.

The Inter-State Advocate is the name of a new journal that has come to our table. It is published by John M. Reid, Morrill, Kansas. It is a creditable paper.

The Rochester Commercial Review has recently been added to our exchange list. It is a bright paper, and if the editor will keep watch of the THE AMERICAN PENMAN, he will find it a regular visitor.

Homes's Ledger, Fall River, Mass., is a very readable paper. It contained the following notice of THE AMERICAN PENMAN in a recent issue: "THE AMERICAN PENMAN, by Prof. H. C. Clark, of Erie, Pa., is at hand. It is a first-class paper and justly deserves an extensive patronage, which no doubt it will receive."

The International Business College Journal, Altoona, Pa., comes to us a welcome visitor. It is ably edited, finely illustrated, and well printed. We clip the following notice from a recent issue: "The February num-

ber of THE AMERICAN PENMAN, published by H. C. Clark, Erie, came duly to hand." This is a new aspirant for favors at the hands of commercial educators. The publication deserves a large circulation, and judging from the way Prof. Clark does everything he attempts, we conclude it already has a host of readers, and will continue to grow and prosper. Our best wishes, friend ("")

What better legacy can a young man or woman have than a practical business education. Wealth may take wings and fly away; reputation is liable to be injured, but acquired knowledge is a foundation of usefulness, perpetually moistening the fields of wealth and fame. Fathers, do not the failures of your acquaintances and friends, and possibly of yourselves, appeal to you like the thunder from Mount Sinai, to so equip your own children that they may avert the dangers that are likely to befall them.

CLARK'S BUSINESS COLLEGE, Erie, Pa., and Buffalo, N. Y., are now in the best possible condition, and the Buffalo school promises to become a great success. During the past month, which was its first, nearly fifty students were enrolled. The people of Buffalo are evidently not slow to appreciate a good thing, therefore, the liberal patronage extended to the new school. The College is centrally located, being in the Coal and Iron Exchange Building, having elevator accommodations and all the modern improvements. The rooms are elegantly furnished, and a first-class corps of practical instructors are employed. Mr. C. U. Johnson is Secretary and equal partner in both Colleges. H. C. Clark is President, retaining his residence at Erie, giving personal attention to the Erie College. The schools offer equal advantages and actual business practice is to be a reality for the student rather than mere school-room work, which gives the Colleges advantages not approached by any other school.

We have frequently noticed that those Business Colleges where a good practical style of penmanship is taught, lead all others in prosperity and general usefulness. Why is it?

Subscribe for THE AMERICAN PENMAN.

THE CHRONIC CROWLER.

He grows about his boarding place,
He grows about his bed;
He grows about most everything—
Wants something else instead.

He grows about his laundryman,
He grows about the tailor;
He grows about the fit of things
Like Jack Tar board a whaler.

He grows about the daily news,
He grows because it's new;
He grows about an article
That doesn't suit his view.

He grows about his daily work,
He grows because it's labor;
He grows because he was not born rich,
A was his next door neighbor.

He grows about he has no wife,
He grows about the ladies;
He grows about the styles they wear—
Consigns them all to Hades.

He grows when he to theatre goes,
He grows about the seats;
He grows about the play again
To every one he meets.

He grows about a legacy,
He grows because 'tis small;
He grows as if it were his right
That he should get it all.

He grows about the Holy Writ,
He grows because he can;
He grows because he's bound to growl,
He's such a cranky man.

ADDRESS OF HON. J. F. DOWNING

To the Students of Clark's College, Friday
Morning, January 15, 1886.

REPORTED BY H. B. WHITMAN.

My young friends: I am not an educated man or a learned professor, competent to instruct you in any branch of science, or to give you useful information in regard to any subject relative to human knowledge; I have not the knowledge, and if I had, I have not the time to prepare an extensive and elaborate lecture, but what I wish to bring before you this morning will be whatever I can call out from the recesses of my mind, and which has been stored there in years gone by.

Any one who has an opportunity to store knowledge throughout life, will find the trouble, that men will be able to retain only about so much, and we forget that which we have learned formerly, about as rapidly as we learn the new. So business men, as myself, forget that, or at least some of what we learned in youth, and if we wish to keep up with the times, we must continually learn new things.

Hardly know what particular thought to present to you this morning. I suppose young people want something which will be held up to them as models. Many of you are here probably by quite a sacrifice, or personal inconvenience. Some motives which are honorable, bring you here. All young people should have an inspiration, and I have even heard business men say they would go to New York or Philadelphia for an inspiration to give them help to push their business more energetically and more successfully. These men lived in small towns and new cities, and went to New York or Philadelphia, and compared business life there with that at home. They there found everything and everybody rushing. You will see the same thing in Chicago; everybody has not the time to walk along at a regular and easy step, but they go in a rush. So these men go to these cities, that they may get inspiration to push things. So young men may get inspiration by observing the energy and bustle of those about them. In country towns the boys at school need a little oil of

birch to give them an inspiration, and let me tell you, boys, many of our successful men are not ashamed to admit that the oil of birch helped them to their success.

Now days we see and bear a great deal about *ideals*. Now, an ideal is a very important thing. It is said that all men have their *ideals*. When I see a young man, and I mean a young woman too, who has no ideal, I wonder how they can hope for success. Now, an ideal, in its proper significance, means the highest or noblest thought, and is the highest and noblest part of the character, or that which is most grand and magnificent in nature or action. There are four classes—ideals of duty; ideals of character, ideals of beauty, and ideals of performance. From all these classes you must choose. Now, an ideal of duty is very wide in its range. Let me give you an example: A young man came to me last fall and said he was an engineer, earning a small salary, and that his parents were old and not able to do much hard work. He wanted to buy a farm for them and pay for it himself. He said he had been thinking and would pay for it as he could. Then to him was an *ideal of duty*; he had pictured to himself that such an ideal was self-sacrificing and a willingness to suffer and endure, that he might buy a home for his parents. This is an ideal of duty, and in it you see a motive for such a duty. This is the best shown in this example. Another young man or woman may conceive his ideal in another way. He may have a great deal of money and find his ideal of duty is in being able to help the poor and needy. He may wish his whole life and fortune in doing all he can for them, and thus finds the summit of his ideal. Abraham Lincoln was another young man who devoted his fortune to the wants of the suffering and for the abolition of slavery. A Princess, I do not remember her name, also devoted her life and fortune in the same way. Her *ideal of duty* was to do all the good she could in the world.

There is another way in which you may seize upon and accomplish the same thing. A person who has an *ideal of duty*, character, beauty or performance, is sure to remain on the lowest round of the ladder of fame, and rise no higher. A person may not, necessarily, have the same ideal all the time. The ideal of the man is very different from the ideal of the boy. Several instances I remember when I was a boy. In those days, we had large stage coaches, drawn by four horses. I would see the coach, as it came through the town in which I lived, with the driver seated on top, cracking his whip at the horses, and I thought I should be happy if I could only be a stage driver. That was my ideal of happiness and beauty, when a boy. When I grew to be a teacher, a friend told me that his ideal, as a young man, was to own the span of fastest horses on the road, but when he grew older he did not care for such things. Take a farmer, for instance; he must have, for his ideal, a successful farmer. No matter whether you are satisfied in life or not, your ideal should be to rise higher.

If a man wishes to learn to be a machinist, a carpenter, or become master of any other trade or profession, he must have an ideal or he will never rise. There are many men at the foot and few at the top of the ladder of fame, but there is always room for good men at the top. You must have your ideal as a business man, otherwise you will be a poor driving creature, never rising to the true dignity of manhood. We must have these patterns before us, which, it is true, are the creations of the mind. A castle in the air is something

which we have no business to flatter ourselves will ever materialize, but when we call to our conception that which is grand in human achievement, there is nothing which we picture in our minds, that we can say we are unable to accomplish, until we have tried it. We must have these *ideals* before us, otherwise we have nothing to serve as an inspiration. So I say this *ideal*, which every man and woman should have, and which is necessary for our well being, is especially important to those in middle life. We live, as it were, three lives: the life of the Past, the life of the Present, and the life of the Future. The life of the present comprises the enjoyments of the present moment, and those which we realize most vividly: the life of the past the life of the old man, who lives in the Past as much as in the present. I saw a Parisian picture the other day, in which were three old soldiers; one of them was marking out on the ground a map of a certain battle he had fought. These old soldiers were living in the past; they were recalling to their minds those scenes of the past which were filled with sorrow or joy. These men could not so much enjoy the present, as they could the past or the future. A young man or middle-aged man will live in the future quite as much as in the present, especially the young men of our large cities. What you do, and what you are, interests you more than what you are now; the inspiration of the future, and what you would like to be, is your *ideal*. Have you formed this ideal yet? What is it? What is your greatest conception of life? Some of you are too young to picture to yourselves what you would like to be; some of you, who are here, are old enough to have your ideals fully pictured in your minds. It is necessary that you should understand this, and have it in your mind, before you will be successful. Some young people will say, what is the use of having in your mind an ideal of what you would like, or want to be, when you cannot do it? We may have in our mind an ideal man or woman, and you will wish to do as well as this man or woman, and thus it will help you.

We are limited, more or less, by our surroundings; we have grand conceptions in the mind, but we do not always undertake to bring about that which will give us the results. If we have these ideals we must so conduct ourselves, so direct our efforts and so apply our energies that we can see the fulfillment of our ideals. It is said that Michael Angelo, one of the greatest sculptors the world has ever known, became so enamored with a statue of one of the great masters, that he caressed it, until it showed the marks of his hands upon it. This formed in his mind a conception of beauty; it enabled him to form an ideal of beauty in art, just as the study of Belvedere is said to represent the perfection of the human form. It is the same with the other statues of Michelangelo, which he made. These were all great works of art. This conception, the ideal of beauty, helped him to bring out his *ideal* the more perfectly in his work.

So it is if you go back to the age of Moses, when he had a revelation of architecture. He had a revelation on Mount Sinai, where he was taught by God how to build a tabernacle. When he came down from the Mount to his people, he did not tell them how to build a tabernacle, and say that he had had a revelation, but commenced it at once. It was an ideal of beauty to his people. This ideal of beauty resulted in the same way in the building of Solomon's Temple.

There is another way in which we may have ideals, in regard to certain things concerning the development of the

human character. We have our ideals of performance, or of beauty, without which we should not desire either beauty or good, very much. Consequently these serve to elevate us in respect to character. You may have your ideal of a perfect man, woman, horse, or any animate object, and its contemplation will elevate you. It is impossible to study such without feeling that improvement, and that you should do what you think of a man or a woman, and cannot see any beauty in the lofty mountain and winding valley? I have no respect for such persons, they show a lack of education. We may not only see the beauty in such objects, but we may feel an improving influence from their contemplation. No man can go out in the night and see the stars, which are all worlds greater than our own, and which were made by the same Creator, without being made better by such a sight. Who can view the Falls of Niagara without feeling the grandeur of that magnificent nature, or go West and see those lofty mountains, the tops of which are always covered with snow, and not be improved and have better thoughts? Therefore we go down to the things of nature or not, no man can look upon the beautiful and not feel the power of that beauty. I would not give a cent for a picture which did not possess at least a figure that is beautiful. There is something in such a picture, even though it be but a figure of a head, which fills our ideals of that which is perfection in art. It is a constant source of pleasures. Every time we gaze upon that picture, or any beautiful object, our eyes will rest upon its beautiful points, and we will feel the power of inspiration, for it cultivates our higher nature. A piece of statuary will bring to your mind the perfect in art.

In closing, I want to say this: It does not do us any good to have these ideals, or to picture in our minds that which is best or noblest in man or woman, if we do it for the simple satisfaction, which we get in passing so quickly. We must be able to appreciate these ideals, and they may be good, bad, or indifferent. The ideal is that, as I have said before, which is the noblest or the best conception of the mind. Therefore, it certainly behooves you to have in your minds that which is the most perfect. These what you must do is to go to work and see all the good you can, and allow those ideals to serve as your inspirations. Perhaps many of you cannot see the importance of so much learning. You point to some man who has been successful in life and who is making money, and say he did not go to school after he was twelve years old, and why should you not do as well as he has done? Education, in itself, is happiness, and it will make you a better man or woman. When you get older you are glad to get this chance, but the boy is apt to think lightly of these things. You cannot easily conduct in everyday duties, anything that is too difficult for you to do. It is just like the conception of many of your earliest duties. You go into a gymnasium and see those who are performing wonderful things, and showing great strength; you attempt those same feats and are unable to do them. Try and lift a heavy weight and you fail, but try to take a smaller weight at first; the first day you are able to lift but little, the second day more, and so on, until you attain the maximum of your strength, and you will be surprised to find that you are able to lift so much. It is precisely the same with your own capabilities. The way for you to do is to try and develop your ideals of life in the same way.

Whatever your ideals of life are, you must try to attain them, or they will be

of no value to you. You must have these ideals and conceptions of character, and should try and live up to them. Think about them, and they will lift you higher and higher in the scale of beauty and moral culture; you will then be able the better to see the moral attributes of character. When it relates to the elements of character or the performance of duty, they will serve you as helps, and then you will be better able to fulfill the ambition of your ideals and attain the mark of successful manhood.

LETTER WRITING.

BY E. K. ISAACS, VALPARAISO, IND.

Article III.

THE INTRODUCTION.

The INTRODUCTION to a letter may consist of one, two, three, or four lines, as shown in the following

MODEL INTRODUCTIONS.

No. 1.

Dear Sir:

dress of the party to whom the letter is written.

The third, fourth, and fifth introductions above are complete, inasmuch as they give the full name and address; the first and second are incomplete. If the first or second model is used, the name and address should be written at the close of the letter in the lower left-hand corner.

The Salutation.—In social correspondence, the form of salutation should be governed chiefly by the relation of the writer to the person addressed. Among the expressions used are: *Dear Friend, My Dear Friend, Kind Friend, Friend Manic, Dear Friend George, Dear Father, My Dear Mother, Dear Parents, Dearest Jane, Dear Miss Hammond, etc.*

In business letters, the ordinary salutations in addressing a gentleman, are: *Sir, Dear Sir, My Dear Sir.* In addressing a firm or a number of persons: *Sirs, Dear Sirs, Gentlemen* To a married lady, *Madam, Dear Madam.* In ad-

dition, as in Model 5, it is best to begin the salutation back at the marginal line.

The punctuation mark after the salutation, in social or friendship letters, may be a comma, or a comma and a dash; in business correspondence, a colon, or a colon and a dash.

THE BODY OF THE LETTER.

The body is the communication itself, exclusive of the heading, introduction, and conclusion. As already stated above, when the introduction occupies one or two lines, the first line of the body should begin on the next line below; if the introduction occupies more than two lines, the body should begin on the same line with the salutation.

The Margin is the blank space at the left of the page. Its width is governed by the size of the sheet; in note paper from one-fourth to one half inch, letter paper from one-half to three-fourths inch. Care should be taken to keep the marginal line straight, and parallel with the edge of the paper.

should be signed with the full name of the writer. In writing to a stranger, a lady should sign her name in such a way as to indicate not only her sex, but whether she is married or single, otherwise her correspondent will not know whether to address the answer to *Mr., Miss, or Mrs.*

If the writer wishes the answer to his letter directed to any other place than that given at the heading of the letter, he should write his directions under the signature.

Position and Arrangement of the Conclusion.—The Complimentary Close usually occupies but one line; but when very long, as in official letters, it may occupy two or three lines. In either case, it begins on the first line below the body, either at the middle of the line, or a little to the right or to the left of the middle, depending on the size of the sheet, and the number and length of the words composing it.

The signature is written on the next line below the Complimentary Close, and should end near the right edge of the sheet.



The above was flourished by Prof. E. K. Isaacs, Valparaiso, Ind., and constitutes a page in his new book, "A COURSE IN FLOURISHING." Price 50 Cents.

No. 2.

A. H. Hinman,
Dear Sir:

No. 3.

A. H. Hinman,
Worcester, Mass.
Dear Sir:

No. 4.

A. H. Hinman,
Worcester, Mass.
Dear Sir:

No. 5.

A. H. Hinman,
79 Madison St.,
Worcester, Mass.
Dear Sir:

It is desirable that a letter should contain the full name and address of the person to whom it is written, as well as the name and address of the writer, so that in case the outside address on the envelope should be effaced and the letter go astray, it could be restored to either party. The heading and signature furnish the name and address of the writer; and the introduction, when written in full, gives the name and ad-

dress of an unmarried lady, the same salutations may be used, or the salutation may be omitted, her name only being used.

Position and arrangement of the Introduction.—The Introduction should begin at the marginal line at the left, and on the first line below the heading. In using Models 1 and 2, the body of the letter should begin on the first line below the salutation, and just at the right. When either number 3, 4, or 5 is used, the body of the letter should begin on the same line with the salutation, and about one-half inch to the right. When writing on note paper or note heads, as a rule it is preferable to bring the salutation back to the marginal line as in Model 4. If letter paper or letter heads are used, the arrangement may be either as in Model 3, or Model 4, unless the address should be very long, when the arrangement of Model 4 is preferable, thus:

Johnson, Blakeman, Taylor & Co.,
755 Broadway, New York.

Dear Sirs:

If four lines are used for the introduction,

Paragraphs.—Like other composition, a letter should be divided into paragraphs, according to the different disconnected subjects of which it treats. Each paragraph, except the first, should begin about three-fourths of an inch to the right of the marginal line. A little attention given to margining and paragraphing adds much to the appearance of a letter.

CONCLUSION.

The Conclusion generally consists of the Complimentary Close, and the Signature.

The Complimentary Close is the term of endearment or respect preceding the signature. Among the most common expressions for social correspondence, are: *Your friend, Your true friend, Yours sincerely, Yours affectionately, Your sincere friend, Ever Yours, Your Loving Wife, etc.* In business letters, or in letters to strangers or mere acquaintances, the following forms are appropriate: *Yours, Yours Truly, Truly Yours, Yours Respectfully, Very Respectfully, Yours Respy, Very truly yours, etc.*

The Signature.—As a rule, all letters

FOLDING.

Folding a letter is a simple operation, yet it is often very awkwardly performed. The following directions will aid the inexperienced:

Note Paper and Note Heads.—Fold the lower half up so as to have the bottom edge nearly meet the top edge; then fold the right third over to the left, and the left third over to the right. The directions presuppose that the first page of the paper is turned up, and that the envelope is adapted to the paper. If the envelope is square, as is frequently the case in fancy stationery, the paper requires but a single fold.

The crease last folded should be inserted into the envelope first.

MODEL CONCLUSIONS.

No. 1.

Yours Respectfully,
Henry C. Smith.

No. 2. (With address.)

Yours very truly,
B. M. Wooding.

To O. M. Peirce,

Madison, Wis.

Very Respectfully,

Your obedient Servant,

D. M. Henderson.

No. 4.

Respectfully,
(Miss) Jennie Lemuel.

[TO BE CONTINUED.]

The American Penman,

Published Monthly at 60c Per Year,

By Clark & Johnson, Proprietors, Erie, Pa., and Buffalo, N. Y.

Single copies of THE AMERICAN PENMAN will be mailed to any address on receipt of a cent. Sample copies until further notice sent free.

ADVERTISING RATES.

	1 mo.	3 mos.	6 mos.	1 year
One Column.....	\$25.00	\$65.00	\$125.00	\$175.00
Half Column.....	15.00	35.00	65.00	95.00
Quarter Column.....	10.00	25.00	45.00	65.00
One Inch.....	5.00	15.00	30.00	45.00

Until further notice we will give a reduction of 40 per cent. from above rates to all advertisers paying cash within 30 days from date of contract.

Reading matter will be inserted at 50 cents per line. Nine words make a line, and no discount is given on Reading Matter Rates.

All advertisements of \$5 or less must be paid in advance.

SPECIAL INDUCEMENT.

It is the intention to make THE AMERICAN PENMAN one of the best of its class, and we desire thousands of subscribers from all parts of the country, and all persons subscribing before January 1st, 1894, will receive a copy one year for 50 cents. When a club of 10 is to be sent, it will be furnished for 45 cents each, and a club from 10 to 50 will receive it at 40 cents each.

PREMIUMS.

We have made arrangements with the publisher of the *Southern Progress*, a new and desirable magazine published in Chattanooga, Tenn., to furnish our subscribers with both THE AMERICAN PENMAN and the *Southern Progress* one year for \$1.00, which is the subscription price of the "Progress" alone.

To all persons interesting themselves in behalf of THE AMERICAN PENMAN and sending clubs of two or more, a discount of 10 per cent. will be given the one sending the club on all subscriptions forwarded to THE AMERICAN PENMAN. We prefer this rule to be invariably followed.

Remittances should be made by N. Y. Draft, P. O. Money Order, Postal Note, or Registered Letter, to

CLARK & JOHNSON,
Publishers, Erie, Pa.

THE value of business education is something that cannot be estimated. A great majority of the assignments and failures in business could be avoided by properly educating the business men. The problem, "How to Succeed in Business," is one which has occupied, or should occupy, the attention of every young man in America. This problem admits of but one solution, viz.: Make a thorough preparation. Obtain a solid foundation in the way of business education at some first-class Business College. A thorough business training lies within the reach of every energetic young man. If his means are limited, and it is impossible for him to obtain a thorough classical training, he should be stimulated the more to grasp that which lies within his reach. The average young man, by his own exertion, within the space of twelve months, can earn money enough and complete a course in a first-class Business College. What excuse can be made? The time when "ignorance was bliss" has long since passed, and to-day the world admires the successful man. Get a thorough business training and you have a foundation upon which to build a successful life.

Subscribe for THE AMERICAN PENMAN.

PENMANSHIP, in some of the Business Colleges, has been so simplified and overhauled that the students are beginning to wonder what these schools are for but to teach a business education, and if penmanship is not used in business, how long has it been since some of these commercial schools found it out. "Why, young man," says the Principal, "we believe in allowing the student to select his own idea of writing, and work right along in that line. There is no need of teaching practical penmanship, when we have engraved copies for him to follow; as they are so much better than any copy that a teacher can write, we do not bother our heads about it." Poor misguided college man, you ought to be prosecuted for perpetrating a fraud. Do you not know that the public patronize your institution quite as much for the penmanship as anything else, and if you do not give proper instruction in that branch, your college should close its doors. "Teach your boys that which they will practice when they become men," means a good handwriting fully as much as a complete knowledge of accounts.

It is a remarkable fact that often a good book-keeper who writes poorly is obliged to make room for a less competent accountant, who is a much better penman. Is this consistency? Well, we are of the opinion that good writing will come out ahead in a hand-to-hand contest.

PERSONAL MENTION.

J. W. Merchant, Kansas City, Mo., writes a fine business hand.

N. E. Young, New Straitsville, O., writes a beautiful letter.

A. B. Katkanier, Farmington, N. Y., favors us with a beautifully written letter.

McKee & Henderson, Oberlin, O., favors us with a beautifully written letter.

W. H. Lothrop, of South Boston, Mass., favors us with a beautiful specimen of letter writing.

The *Wilton (Ia.) Review* pays a very handsome compliment to Prof. A. E. Parsons, the popular penman.

M. H. Barringer, of the Western Business College, Galesburg, Ill., says: "THE AMERICAN PENMAN is a neat paper and worthy a large circulation."

J. H. Cottle, Fort Totten, Dak., encloses in a well-written letter several beautifully written cards. In his letter he says: "As long as your paper keeps up the standard it now has, you can rest easy that you will succeed."

W. H. Franzell, teacher of penmanship, Aberdeen, Ark., encloses specimens of card writing that are very beautiful. In his letter he takes occasion to say: "The March number of THE AMERICAN PENMAN at hand. It is fine, and continues to improve. I

find it a neat and attractive journal, fully up to the times, and it deserves to be a regular visitor to all who are interested in fine penmanship."

C. E. Simpson, Saco, Me., in a skillfully written letter, says: "Please send me three more copies of the March number of THE AMERICAN PENMAN. I am so well pleased with it that I want to send my friends a copy."

F. L. Christopher, Danville, Ill., says: "THE AMERICAN PENMAN is one of the spiciest penmen's papers it has been my lot to receive, and I have received a great many. Success to your efforts."

W. G. Christie, of Christie's School of Business, Lock Haven, Pa., sends us one of the best written letters for the month. He evidently is a superior penman, and shows his appreciation of THE AMERICAN PENMAN by enclosing his subscription for the same.

D. H. Farley, the popular penman of Trenton, N. J., in an elegantly written letter, says: "YOUR AMERICAN PENMAN is a credit to yourself and the profession. Enclosed find fifty cents as a subscriber."

A. N. Palmer, editor of the *Western Penman*, has removed from Chicago to Cedar Rapids, Ia. We wish him a full measure of success, and hope he will be as happy as a young sparrow in his new location.

A. E. Scheitke, a student of the Penmanship Department of Clark's College at Erie, is making rapid improvement, and his intentions are to stand at the head of the profession. We hope he may.

J. H. Topper, of Waterford, Pa., is now pursuing a course in the Penmanship Department of Clark's College, and he writes a beautiful hand. He intends to make penmanship a profession.

S. S. Packard, New York, favors us with a copy of his "Practical Evolution," in the form of a "souvenir." It is the best thing of the kind we have ever seen.

E. K. Isaacs, Valparaiso, Ind., promises to give a lesson in flourishing in the next number. He is a master of the pen, and our readers may expect something good from him.

C. G. Prince, formerly Secretary of Clark's College at Erie, is now teacher of Penmanship in the Buffalo College. He is a very skillful penman and an excellent teacher.

W. P. Richardson, Business College, Fayette, O., favors us with one of the finest specimens of flourishing that has ever been presented to THE AMERICAN PENMAN. It will probably appear in a future number. He says: "I find that THE AMERICAN PENMAN (March number) is full of good

thoughts and suggestions, which I have not found in any other paper of the kind. It is a great help to me in teaching the beautiful art. Am getting up another club." That is right.

S. S. Spaulding, formerly Professor of Actual Business Practice, and associate author of Clark's *Progressive Book-keeping*, is now identified with Clark's College at Buffalo. He has a host of friends who will wish him abundant success in his new field of labor.

J. H. Topping, Newburgh, N. Y., encloses specimens of flourishing in a well-written letter, and takes time to say: "I am well pleased with my investment for THE AMERICAN PENMAN." Mr. T. is only seventeen, but his writing would do credit to many of the older penmen.

Prof. E. D. Wilcox, late of Rochester, N. Y., is meeting with marked success as instructor in the Department of Stenography, Clark's College, at Erie.

CLARK'S PROGRESSIVE BOOK-KEEPING.

This new work was recently published, and is a complete treatise upon double-entry book-keeping, in one and two volumes.

Part first treats of Mercantile Book-keeping, in a plain and commonsense manner. It contains one hundred and sixteen pages, printed upon eighty pound book paper in two colors, presenting real written pages of the Day Book, Journal, Cash Book, Ledger, (the latter in two styles), and also Trial and Balance Sheets.

The Book complete is specially arranged for use in Business Colleges, while volume first is intended for Normal Schools, High Schools, Academies, and for self-instruction. The authors claim for this work the following points of superiority:

1st.—That the transactions are practical.

2d.—The student is not burdened with a superfluous amount of theorizing.

3d.—Great care has been exercised in the gradation of the work, and it is entirely free from complications.

4th.—The principles of Book-keeping are ever the same, but the improved methods of presenting them characterize this treatise.

5th.—Each set is followed by a complete analysis of every transaction, with the reasons therefor, thereby furnishing a key to the entire work.

6th.—The old and new styles of Ledgers are fully and clearly illustrated, with proper explanations.

7th.—There are fourteen pages of real business writing, photo-engraved from copies prepared by H. C. Clark, and is a superior method of presenting the Day Book, Journal, Cash Book, Ledger, Trial Balance, Etc., to the delight and profit of the student.

8th.—The forms of books herein illustrated are such as to present the most economical and labor-saving plan for a book-keeper to follow; in short, complications are reduced to a minimum.

9th.—This work is not intended as a mere book of reference, but is a

desirable treatise upon a most important subject, of which every person, irrespective of his position, trade, or calling, should have a full and complete knowledge.

10th.—This treatise is published in two parts, with a view to its better adaptation to the needs of all classes of learners.

Volume second is now ready, which is a clear and comprehensive treatise on Corporation Book-keeping. The work, as a whole, is probably the best and cheapest treatise of double-entry book-keeping published, or at least it is the latest, and colleges or schools desiring to adopt a work that is specially adapted to their needs, should see a copy of this book. The following testimonial was clipped from a recent issue of *The Buffalo Commercial Advertiser*, and is only one from among many others commending the work:

"We heartily commend a new and comprehensive text book on book-keeping by Prof. H. C. Clark, of Clark's Colleges, Buffalo, N. Y., and Erie Penn., which is destined, in the opinion of the best accountants and business men, to supersede all other works of the kind, and to become the

LESSON IN PRACTICAL PENMANSHIP.

BY H. C. CLARK.

If there is one branch of education more than another that is crying out for better methods and improvements in teaching, it is the subject of practical penmanship. The lessons upon this subject in previous numbers of *THE AMERICAN PENMAN*, were such as to bring out many hearty commendations, not on account of their great length, but because they were practical and plain. The student has been told that if he lacks proper discipline in movements—particularly the muscular—he can not make much, if any, progress, which is quite true; but there are other quarters of great interest to the student of penmanship, and he would naturally say to himself, "I have practiced these plenary movement exercises until I am fully convinced that I can not master them," and thus he toils day after day, night after night, without noticing any apparent change for the better. Well, what shall he do? He may stop practicing and then he will see a change, a horrible one too perhaps. He must go ahead. He must take new courage and push ahead. The obstacles are almost insurmountable, but he must climb, and now you watch him as he enters anew the race to win. He begins to gather about him different books and papers treating

so every fine penman can testify, but there is a plainer straightforward course to pursue, and if followed success is assured. We shall now invite the readers attention to the first lesson in Practical Penmanship published in *THE AMERICAN PENMAN*, and if you will take the clause where the position of the hand and pen is explained, you will read



and see what is needed of you as a student of penmanship.

The proper position is the easiest and most natural one that the writer can assume.

The position at the desk should always be a healthy and desirable one, we generally recommend the front position, as the writer is less liable to throw the weight of his body on the right arm, which should always be perfectly free. As regards movement, we are inclined to favor the whole-arm movement, for the use of the student on taking his first lesson in writing. The movement consists in carrying the arm above the table, independent of any rest, except the hand resting lightly on the nails of the third and fourth fingers, the action

LAFAYETTE, Ind. March 23, 1890.
Prof. H. C. Clark.

DEAR SIR—In the last issue of *THE AMERICAN PENMAN* I gave a few hints regarding movement, and promised to continue the lesson, but with your permission I beg leave to call the attention of those interested in learning to write a good, free, legible hand, to a few important facts. Many young penmen think that a good handwriting consists of a combination of flourishing, dashing and slashing, including all the back-action combinations that can be invented. I have received several calls from young penmen during the year, and in every case when they took up the pen to show a specimen of their penmanship, they started off with either a bird or some such character as I have mentioned.

Any good business man would be so thoroughly disgusted with such a display that he would not have the young man in his employ. I have also noticed that these ostentatious flourishes were very deficient when it came to a plain practical handwriting. I think many teachers encourage too much of this spread eagle work, and in order for the teacher of penmanship to be recognized by the business men as a public benefactor, he must get down nearer to a common-sense basis and produce practical results. I should be pleased to hear from any of the fraternity on this subject.

Very Respectfully,
C. M. ROBINSON.



standard of authority in practical instruction on that subject. The first volume of 116 pages is printed on the finest heavy-weight tinted paper, and is handsomely bound in richly embossed cloth cover. The work complete will be published in two volumes, neatly printed in two colors, upon 80 pound book paper, presenting real written pages of the Day Book, Cash Book, and Ledger, the latter in two styles. Volume first contains one hundred and twelve printed pages, treats of Mercantile Book-keeping, elucidates the principle of double-entry in a practical and common sense manner, and presents a large number of commercial terms and words, carefully defined, which are indispensable to every student of accounts. This is a standard work and ought to be carefully studied by those who desire to be careful accountants."

Colleges and schools intending to introduce book-keeping, or to make a change in text books, are cordially invited to write for further particulars. Address,

CLARK & JOHNSON,

Erie, Pa., or Buffalo, N. Y.

upon the subject of writing. He tries his pen and tests his ink to see if it is black and flowing. He examines the paper, for possibly there is the fault, and so he continues to scrutinize everything about him, to see if everything is right. A new thought has come to him, one that he is disposed to ignore, but no, there is something whispering to him "Watch your position, watch your position" and so he begins to wonder what it all means, and at last he finds that he was pinching the pen holder. He was using the finger movement of part



the time and something else, he does not know what, the rest of the time. His attitude at the table is anything but good, and he is about ready to give up, when he is prompted again with that mysterious whispering, "push ahead" "push ahead" and does push, even if the table and everything on it go with him, he is bound to push. But now, dear reader, while you are



striving to master a good hand, do not get discouraged. It is always the darkest just before day, and you are just as certain to win as you are to work on. There is no royal road to good writing.

coming from the shoulder. I am well aware, that many professional teachers object to the whole-arm movement in any form, for the student's use. But from several years' experience in teaching, I am convinced that a student will master the fore-arm movement much quicker, if he first become acquainted with the whole-arm movement, before attempting to use any other. The following exercises I would commend to the use of the student for thorough and careful practice with the whole-arm



movement, and to use the same exercises in connection with the fore-arm movement, which was explained in a former issue of *THE AMERICAN PENMAN*. I consider it advisable for the student to spend a greater part of his time in study, as there can be no lasting results without it, as practice alone is insufficient to create good writing, which must combine legibility and rapidity as the most important elements. The small letters should receive careful attention at the hands of the student before spending very much time with capitals; as good writing is estimated from the correctness and fine appearance of the small letters, more than in the use of capital letters. Diligent practice and study must be combined, in order to insure good results.

TRY IT.

Could I write, with ink unfading,
One brief code for youths and men;
Could I show its all-perading
Power in progress, I would pen,—
Try it.

Magie words these, born in heaven;
Down by thoughtful angels hurled;
Slighted, man to doom is driven;
Heeded, they give man the world,—
Try it.

Luck is Judgment wed to Labor;
Fluck, the handmaid of Success;
Tul to Truth should be a neighbor;
Honne brings her own reder,—
Try it.

Starry orbs yet call the student;
Earth's past age is still unread;
Nations seek the wise, the prudent;
Thrones and armies must be led,—
Try it.

How did Watt to steam give motion?
Locke, trace purposes of mind?
How Columbus cross the ocean?
How did Luther change mankind?—
They tried it.

How did Homer write his epic?
How did Shakespeare write his plays?
How did Mendelssohn, his music?
How did Shakespeare write his plays?—
They tried it.

Thus it was, will be forever;
If "To be" man has in view,
Man must live with him forever
Well to think, then plan, then do,—
Try it.

—T. C. Judkins.

50 LESSONS \$1.50.

Continued inquiry with regard to "Instruction by Mail" has induced me to prepare

A Course of 50 Lessons in Writing

(All copies fresh from the pen),

—AND—

A Course of 50 Lessons in Flourishing.

(All work fresh from the pen),

The 50-Lesson Course in Plain and Fancy Writing consists of a multitude of written copies, embracing all kinds of EXERCISES, the Standard Small Copy, the ALPHABETS, Word Copies, Sentence Copies, Business Forms, Letter Writing Variety of Business Capital, Variety of Fancy Copies, Marcellus Combination Exercises, Whole-Arm Combination Exercises, Business Initial Combinations, Fancy Initial Combinations, etc. These copies are all DIRECT FROM MY OWN PEN, and aim to cover the whole range of plain and fancy writing.

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Good board can be had in either Erie or Buffalo at \$3.50 per week. The institutions are in direct communication with the leading business men in all parts of the country, and students are helped to the best positions obtainable, as graduates from these Colleges have no difficulty in securing honorable and lucrative employment.

The Faculty are gentlemen of well-known ability and experience, and the proprietors will be pleased to furnish information to those interested, upon application, either in person or by letter.

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Erie, Pa., or Buffalo, N. Y.

THE AMERICAN PENMAN

DEVOTED TO PRACTICAL AND ORNAMENTAL PENMANSHIP

Entered at the Post-Office at Erie, Pa., as Second-Class Matter.

H. C. CLARK, Editor.
S. A. DRAKE, Associate Editor.
CLARK & JOHNSON, Proprietors.

ERIE, PA., and BUFFALO, N. Y., MAY, 1886.

Vol. 1—No. 5.

REMEMBER the offer made in the April number remains good until further notice. Subscribe now.

W. W. BENNETT, of Cleveland, O., challenges any penman in America to a contest in skill with the pen. Who will accept?

The lesson in penmanship in this issue is an exceptionally good one by Prof. C. G. Prince, penman in Clark's Business College, Buffalo, N. Y. Mr. Prince is a live teacher, and his writing compares favorably with the best in the profession.

The *New Standard Practical Penmanship* recently issued by the Spencer Bros., Washington, D. C., is an excellent work in every respect. The style is simple, practical and artistic. The gradation is most judicious and careful, and the plates reach the climax of the engraver's skill.

The value and importance of a good hand writing can not be over estimated, and if any of our readers are so unfortunate as to not possess the ability to write easily and gracefully, we desire to console them by saying that it is possible under the tuition of a skillful teacher to learn practical penmanship in a very short time.

We desire to boom the AMERICAN PENMAN, and accordingly invite our friends to help extend its circulation. We think the paper has sufficient merit to place it largely and favorably before the public, and especially to all those interested in the chirographic art. The future numbers are to be unusually good in every respect.

CLARK'S PROGRESSIVE BOOKKEEPING is meeting with general favor, and a large number of business colleges, academies, high schools, etc., are adopting the work. It is published complete in one and two volumes, and patrons can be accommodated in either style of binding. Either volume sent to address post paid for one dollar, or the complete work for two dollars.

The attention of our readers is invited to the able and interesting article which appears in this number from the pen of Prof. S. S. Packard, one of the leading commercial edu-

cators, and whose reputation for doing everything well and at the proper time has placed him so conspicuously and favorably before the public. Of course every business educator will attend the convention.

The special offer published in the April number will be extended until further notice. Therefore if any one should get a copy of the AMERICAN PENMAN who is not a subscriber, he will know that we are anxious to receive his subscription, and if one dollar is enclosed we will mail post paid volume first of Clark's Progressive Bookkeeping and the AMERICAN PENMAN for one year. Now is the time to subscribe.

The Spencerian Business College, Washington, D. C., which is truly presided over by Mr. and Mrs. H. C. Spencer, recently celebrated its annual commencement exercises in Albaugh's Opera House in a most fitting manner. U. S. Senator Voorhes, of Indiana, delivered the principal address, which was a masterly effort. The AMERICAN PENMAN extends congratulations to Mr. and Mrs. Spencer upon the deserved popularity of their institution.

The next number will contain some beautiful specimens of business writing, a lesson in penmanship, points of interest concerning the coming convention of Business Educators, biographical sketch of one of our leading penman, editorial comments, etc.

Do not miss seeing the June number, and if you are a subscriber invite your friends to subscribe. Remember the paper will be mailed for one year to all those who subscribe before July 1st for fifty cents, or with a copy of vol. 1st of CLARK'S PROGRESSIVE BOOKKEEPING for one dollar.

From the various explanations of "Why teachers of penmanship fail?" that have appeared in the penmen's papers from time to time, we may infer that there is quite a general recognition of the fact that teachers of penmanship, as a class, do not meet with the success in the advancement of good writing that we might reasonably expect from the numbers who follow the profession and the zeal and devotion to their calling that they usually display.

We may also infer that there is an

awakening on the subject of writing, and a desire of the public in general to discover the causes of the ill-success in teaching this important branch.

It is certainly to be hoped that the growing interest in this subject will result in the removal of many of the evils that now encumber the art of writing.

If teachers of penmanship would put forth as much energy and ability, bring to this field of labor qualifications, culture and refinement equal to those employed in other arts and professions, there would be a revolution in public sentiment regarding penmanship; it would be at once placed in the foreground of the arts, for in point of general utility and possibilities of artistic effect it surpasses all others.

The general estimate of the importance of writing is influenced in a great degree by the character of the teacher and advocates of the art, and if these be persons of culture, education and ability, they can easily enlist and maintain the interest of all for themselves and their profession.

Among the letters received at the office of the AMERICAN PENMAN those from the following persons deserve special mention on account of the elegance of the writing:

C. H. Klausman, Minneapolis, Minn.
H. Oliver Boyd, Mannheim, Pa.
S. A. Wyatt, Jackson, Miss.
S. L. Caldwell, Jackson, Mo.
John T. Perry, Rockwood, Ill.
J. W. Ellis, St. Joseph, Mo.
O. A. Freeman, Hossick Falls, N. Y.
J. H. Cottle, Fort Totten, Dak.
James Connolly, Cleveland, O.

The following creditable papers have been received at the office of THE AMERICAN PENMAN:
Penman's Art Journal, New York.
Penman's Gazette, New York.
Western Penman, Cedar Rapids, Ia.
Lone Star Penman, Dallas, Tex.
St. Charles College Gazette, St. Charles, Mo.

The Business World, Detroit, Mich.
The School Bulletin, Syracuse, N. Y.
Business University Journal, Indianapolis, Ind.
The Business School Register, Wyandotte, Kansas.

International Business College Journal, Altoona, Pa.

The School Visitor, Madison, Wis.
Eastman College Journal, Poughkeepsie, N. Y.
Scholars Portfolio, Williamsport, Pa.
Youth's Pilot, San Antonio, Texas.
The Rochester Commercial Review, Rochester, N. Y.

WHY PENMAN FAIL.

(For the AMERICAN PENMAN.)

During my few years of work in the field of penmanship I have met many penmen (in the itinerant rank) and success perched upon the banner of but few. What are the causes of their ill-success? I deem them to be in the main carelessness, negligence, lack of interest and lack of energy, because they do not intend to follow teaching and are only using it as a stepping stone. They follow the old beaten paths and fail to keep abreast with the age. Now these failing penmen cry out against the public and say their labors are not appreciated. But as a general thing their work is placed far above its genuine value.

There are some who love the work and yet do not meet with the success they had hoped for. To those I would say, discard the old false notions and fill up the vacancies with those of more modern times. Discard the use of copy books and the black board. Give your class individual instruction, and a little more movement; point out the faults in every part of the work, and show how they may be corrected.

Encourage your students, stimulate them and urge them forward.

And above all don't let the preference of the class influence you; but select the work for them and see that

they execute it to the best of their ability.

If the work goes wrong keep up a cheerful countenance and persevere.

The success I have enjoyed during several years teaching has been in a great measure due to individual instruction and the attention given to movement.

Brother itinerant, wake up; soon we must fill the places, now occupied by the professionals; therefore, "let us be up and doing," that we may take up the work where they leave off and push it forward nearer completion.

E. A. McPHERSON,
April 29, 1886. Albion, Pa.

THE AMERICAN PENMAN is a comparative new venture with Prof. H. C. Clark, president of Clark's Business College, Erie, Pa., at the helm. Prof. Clark possesses the ability and enterprise to make a great success of his journal, and judging from the liberal patronage already bestowed, he will undoubtedly come out a winner.—*The Lone Star Penman*.

A DILEMMA.

To write, or not to write, that is the question. Whether it is oodler in the mind to suffer The reputation of being asked by

A young lady to write in her autograph album, And having kept the book two years, more or less, And then not written in it—

Or to take the pen against a host of doubts and fears,

And by once writing, end them?—To start!—to write!—

To write!—perchance, to make a blot—Ay, there's the rub!

For in that darkness blot what feelings are shown forth—nervousness, distrust of self,

And many other!—Not as When one is writing to his girl, for then

If he should make a blot, he draws a line 'Round it, and says

It was intentional, and meant to mark A place where he did kiss. And she

Believes the yarn, and kisses it, and thinks That she is happy.

Estlin Glöbe.



HOMER RUSSELL.

BY PROF. A. J. SMITH, LL. D. CHICAGO, ILL.

The subject of this sketch was born in Bombay, Franklin County, on September 9, 1830, and is now in his forty-seventh year. Like most of our prominent men, he was born upon a farm, and by hard and patient toil when a child received that muscular development which was the foundation of excellent health and physique so necessary to every person who would succeed.

Prof. Russell came from New England stock and is descended from the Russells of England who have done so much to make a historical name in English history. On his mother's side he is related to the Wrights, his mother being a first cousin of Silas Wright, once Governor of New York, and for many years a United States Senator from the Empire State, but now long since deceased. (The brother of the Professor, Hon. Horace Russell, of New York City, is regarded by all well-versed lawyers in New York City to be one of the ablest and best posted attorneys of New York. He served for nearly ten years in the trying position of Assistant District Attorney in the city, was Judge Advocate General on the staff of Governor Cornell, and served as Judge of the Supreme Court in New York two terms. In 1878 he was married to the daughter of Judge Hilton, and has now charge of all the law business of Mrs. A. T. Stewart, for whom his father-in-law is the administrator.)

Prof. Russell at an early age evinced marked pressure in reading and study, and became proficient in many branches. He was a great lover of history, and remembered what he read with remarkable exactness. Before he was fifteen years old he had read all the books to be had in the neighborhood, and Mr. W. A. Wheeler, who was then a practicing lawyer, and an intimate friend of his father, and afterwards Vice President of the United States, made him a

present of some fine books, and what was still better, gave him some kind words of advice and encouragement.

There has been no greater public benefactor of America than Ex-President Wheeler. Born in the lowest poverty, he knows what every young man must encounter before he can succeed. Among the books he presented to the subject of our sketch is Willard's Universal History, which he still has in his library, though it is yellow with age. On the fly leaf is written in a neat hand, "Homer Russell, from a friend W. A. Wheeler, February 23, 1852."

The father of Prof. Russell was a prosperous farmer, and upon the advice of Mr. Wheeler determined to give his son a good education. His mother, who for years had been a school teacher in Vermont, heartily seconded her husband's scheme, and to them he owes everything. He always took delight in good reading. Among his first teachers was F. C. Ellis, a veteran teacher, who has been at the business fifty-four years; to him the Prof. owes much for getting the right start and for many encouraging words of advice.

In 1860 he placed himself under the instructions of Prof. D. T. Ames, then Principal of the Oswego, N. Y., Business College, and after completing the course he struck out as a teacher of writing. He took a thorough academic course and always drew around him a large number of private students, afterwards he made it a regular business of teaching penmanship. For nearly five years his labor was mostly in the western states, and few, if any traveling teachers ever made better success at teaching. When he started to get up a class he set about it with a will and energy that knew no such word as fail. In 1866 he heard that Joliet, Ill., would be a good place to start a Business College, and his conjecture proved to be a good one, and his school has met with magnificent success from that very day. In 1868 he was married to Miss Christine Shreder, a daughter of a wealthy iron-bright of Joliet. They have three bright and beautiful children.

Prof. Russell has a fine home furnished in luxurious style, a handsome library, besides a bank account that shows that he is a No. 1 financier. Upon the death of his father on last September, he was left a very fine property which, together with his already comfortable property that he had already acquired by his own business sagacity and shrewdness, it leaves him decidedly well fixed. Very few persons possess such a variety of talent as Prof. Russell.

The readers of the *Pennman's Art Journal* and a large number of other publications to which the Professor is a regular contributor, can testify that his sound sense; his brilliancy, yet purity of style; his sharpness of statement; his freedom of the use of the English language; his clearness of thought; scathing sarcasm; his magnificent mastery of English, and his apparent fairness and freedom from passion, all combine to make him a charming and interesting writer. As an orator he has few equals, and he is, in the language of the Joliet *Republic*, "can 'the very soul of the Philadelphia Debating Society of this city, and his speeches command the closest attention." One of the leading daily papers of that city has this to say of the institution over which he has presided for the past twenty years with marked ability and success.

We have frequently alluded to this prosperous institution, and take this occasion to speak another deserving word. No private educational institution has lived and prospered with this institution; for the past eighteen years it has had uninterrupted prosperity. This is,

we believe, owing to the wisdom and foresight of its enterprising proprietor, Professor Russell, who has adopted a practical course of instruction suited to the wants of the people, and thoroughly understands his business and attending to it; this, together with his energy and fine ability, are the chief elements of his enviable success. Judge McRoberts, Ex. Vice President W. A. Wheeler, Ex-State Superintendent S. M. Etter, and every Mayor that Joliet has had since the Joliet Business College has been in existence, all combine in hearty commendations of Prof. Russell."

Many teachers after spending a few years in the business usually retire to more congenial business, or less-income labor. Not so with Prof. Russell; he has always been in love with the work he has been teaching upwards of twenty-five years, yet he seems as young and fresh as if he had just opened his first school. His handsome, manly face seems to inspire every student with whom he comes in contact with a love for the work before him. He is receiving thousands of letters from ex-students who he put in a way to earn a living, and of whom he has made good business men by the excellent course of instruction, and the example of a pure, blameless life. From these letters he seems to draw inspiration, courage and energy for the good work before him.

In closing this sketch, perhaps a few mottoes that Prof. Russell has adopted for his school, would be fitting, among which are, "Work and think."

"In life's earnest battle they never prevail, Who daily march onward and never say fail."

"A wretched, weary life is his who has no work to do."

THE COMING CONVENTION OF THE BUSINESS EDUCATORS' ASSOCIATION.

My Dear Mr. Clark—You ask me to prepare for your paper an article relative to the coming convention of the Association. I shall be glad indeed to comply with your request in the best way, and perhaps the best way will be to leave as much as possible for the imagination of your readers. It is known to you, and to all intelligent teachers of our specialty, that the Business Educators' Association has during the past eight years, done excellent work, not only in directing public attention to our field of labor, but more especially in inciting the teachers and proprietors of business colleges throughout the country to more fidelity in their work. It is simply impossible for a mass of intelligent teachers to come together and exchange views without exciting renewed interest, and leading to better and more permanent results. The tendency of the teacher is to run into ruts and stay there. This does not grow out of indolence to labor and investigate so much as out of the disposition which most of us have to ride hobbles.

We are quite apt to think that the work we do in our particular schools is the best work that can be done, and there is a natural tendency to repeat that kind of information which may, in the eyes of the public, have been hitherto done all that could have been done. The skeletons that are in our closets do not like to have paraded in public, and neither do we like to open the door for a private view any oftener than necessitated to do so. The sharp and friendly controversies which grow out of the publication of our views, and methods of teaching not only serve to show to us individually that other people know something as well as ourselves, but beyond this, they open the way for improvement, and send us back to our work with enlarged views of the

possibilities that lie before us. There can be no question that the business schools of to-day are as progressive in essential matters of education as any schools in the land. The fact has come to us as the result of the last thirty years of constant effort to meet the growing public demand, and that there is an abiding want for the best work that can be done in training young men and women for business pursuits.

At first the prejudices and active hostilities which were excited in schools of general culture against the innovation of business colleges were placed under a kind of social ban, and their work was not fairly recognized and their position in the educational field not accorded; but as they grew in strength and united purpose, and as the work they did proved so efficient in placing their pupils in paying positions, they soon came to assume the position in public esteem of a kind of social necessity, and the barriers of opposition and left to them the field which they so justly earned, and which they will hold so long as they are faithful to their ideals. It is the business of the Association, through its convention, to perpetuate the hold of commercial schools upon the public, not only by directing attention to their work, but by so improving the work that there can be no doubt of its efficiency. The convention to be held in New York next summer ought to be by far the best ever held by the Association, not wholly from the fact that it is to be held in a metropolitan city,—for that in itself would be no great advantage,—but that it has the experience of former conventions, and because, also, more efficient help should be accessible than has hitherto been secured. The Executive Committee are doing all in their power to promote the efficiency of the convention, and all sort of attending members; and all they need to make their work effective is the kindly cooperation of the teachers of the country. The Business Educators' Association should be the largest and most practical educators' association in this country. It has a definite purpose in its work, its members are all men of practical ideas, and the hold which we already have upon public sympathy should be strengthened by our co-operation. As you will see by the suggested programme published in the last number of the *Pennman's Art Journal*, the convention is to meet at the Peckack Rooms, 905 Broadway, on Wednesday, July 7th, at one o'clock, and to conclude on the following Wednesday. Mornings and afternoons of each day, except the one day set apart for recreation, are already laid out by the committee, subject to such changes as may seem best, and the whole programme so arranged as to give all parts of our work a fair chance. There can be no doubt that the convention of 1886 will be worthy the attention and co-operation of all progressive teachers.

Yours,
S. S. PACKARD.

"My dear," said a husband to his wife, "I am unable to get any sleep; I have tossed ever since I came to bed; I wish you would get up and prepare me a little of that good old-fashioned 'kitchen' now," she replied, consulting her watch; "it's almost time to build the kitchen fire." Then he sank into a quiet, peaceful slumber.

A German named Wulf, who in London, has discovered a cure for writer's cramp. The new treatment consists of rubbing the knuckles, the joints and beating of the fingers and the several muscles of the hand and arm. There are usually two classes, both active and passive; and most important of all, there are graduated exercises in writing, with a few calligraphic plays new set of muscles in lieu of those injured by the cramp.

LESSON IN FLOURISHING.

BY E. K. ISAACS.

To learn flourishing is not as difficult as many suppose. It is easier than writing, from the fact that the strokes used in flourishing are nearly all extended curves or good sized ovals, and do not require so much skill and nimbleness in their manipulation as does the multitude of small curves and straight lines in writing.

Use a straight holder and your favorite pen, good paper and good black ink. In flourishing, as in writing, there are certain forms or lines that occur very frequently—are common to nearly all designs. These forms or lines may be called Principles. Again, these forms or principles repeated with a continuous movement, and without lifting the pen, constitute Exercises, the same as principles or letters repeated with a continuous movement and without lifting the pen, constitute exercises in writing.

These principles and exercises must

sign, you are developing skill which will help you in all other designs. Besides, if the model is a good one, you are unconsciously cultivating your eye for harmony and beauty, which will lead you eventually into artistic regions yet unexplored, and lo, you have made a new design! That's right, go ahead. Every earnest effort you make will bear its fruit, although it may not seem very fruitful at the time.

I have already repeated several times to study your model carefully. I have done so, because you must learn to see, before you can learn to do. It is strange how the learner will hang away, like after line, repeating the same blunder over and over again, and then say that he can't get it; there is something the matter with it, but he don't know what it is. Before you exclaim that you "can't get it," ascertain whether it is a fault of the head or of the hand. Analyze, criticize, compare. Then practice energetically.

This lesson is not intended to exhaust

In this way you will soon get familiar with the different units composing the design.

Don't fail to send in your subscription to the AMERICAN PENMAN, if you have not already done so.

RICHARD GETTING.

This curious penman deserves our highest commendations. I am sorry that I can acquaint my readers with so few circumstances concerning him. On account of his early productions from the rolling press, he may stand in competition with Bales, Davies and Billingsley, those heads and fathers of, as I may call them, of our English calligraphic tribe. Anthony Wood, in his "Athenae Oxonienses," says: "That this Richard Getting was John Davies, of Hereford's countryman, and scholar, who excelled his master in various writing, as secretary, Roman, (Italian) court, and text hands."

Mr. Getting, leaving Herefordshire, came up to London, (but in what year I

ruff about his neck, under which are these verses:

"What vent'ous pen may here presume to write,
Or active fancy, to express his praise,
A quill from Pegasus, will be too slight,
His flourisher are fresher than our bays
Then, what the Muses cannot give his time
The Graces shall supply to Getting's name."

In 1652 his Calligraphotechnia was made public from the rolling press. The engraver's names are not mentioned. It contains 38 folio plates, besides his picture at the beginning.

He is drawn with a peaked beard, and in a ruff. Around his effigies is this inscription: "Richardus Gettinge, Herefordiensis aet. 32. This seems to be a later edition of that work, which probably was enlarged from his first book, published in 1616, for there are some plates in it dated 1616-1616.

There is in the second leaf a dedication to his very good master (as he there styles him), Sir Francis Bacon, Knt. Now this great unan, Sir Francis Bacon,



be studied and practiced, until the hand acquires skill and nimbleness. But in practicing exercises, you can enter into it with a better spirit if you can see the relation between the exercise and the work that is to follow. Hence, it is desirable to have a collection of designs to study and catch inspiration from as you go along.

After giving a reasonable amount of practice to the principles and exercises of flourishing, try some simple design. Suppose it be a quill design. Notice carefully the curve of the main stem, and the location of the shade. Notice carefully every line and stroke in the design you may be imitating.

Suppose it be a bird design. Begin with the wing strokes. Notice carefully their relative positions. Fill page after page with the wing strokes until you get some satisfaction out of them. Then the head, bill, and breast strokes, respectively. Drill on each, studying your model carefully as you go along. Then the tail; then the scroll work around. In this way you get thoroughly familiar with that one design; but remember that in learning this one de-

the subject of flourishing. To do that I should want every inch of space in the AMERICAN PENMAN during a year or more. A single brief lesson can do nothing more than offer a few suggestions—give a few points—but, after all, a suggestion at the right time is capable of doing much good. I would suggest further that you secure good models to imitate, either fresh from the pen of some good penman, or some work on Flourishing.

The design which I present herewith is not exactly suited for a very beginner, yet if you understand how to work, you will find in this design ample material for several weeks' practice.

Search out the different main strokes first, such as the three wing strokes, the tail strokes, the scroll strokes below, and the quill strokes at the right. Practice each of these strokes singly. Fill page after page, until you gain a remarkable degree of skill in making each individual stroke by itself. Then take certain groups of strokes together, such as the three wing strokes. Note carefully their relative position, their shade and curve.

cannot say), and undertaking the business of a writing master, settled himself at the "Hand and Pen" in Peter Lane; and in 1616 he published a copy-book of various hands, in 26 plates, in a long quote, which are "very well executed considering the time, but I am ignorant who the engraver was."

Anno Dom. 1645 he published his "Chirographia," in which he styles himself Master of the Pen; it contains 37 plates, where in he seems principally to aim at improvement of the Italian hand, Gardard Script. He tells us he has exactly traced and followed certain pieces, both in character and language, of the ablest Calligraphotechnists, and Italian masters that ever wrote; with certain pieces of cursory hands, not heretofore extant, newly come into use.

There is another edition of this Chirographia in 1664 published, (I suppose, after his death,) with this title: Getting's Redivivus: The Bru's Master-piece Restored, being the last work of that eminent and accomplished master in this art.

There is his picture in the front: he is drawn with a peaked beard, and a laced

died the 19th of April, 1626. So this dedication must have been written long before the publication of this book in 1652, but I can give no certain intelligence of the time of Mr. Getting's death.

GALLIEO.

In 1682, Galileo, then a youth of eighteen, was seated in a church, when the lamps suspended from the roof were replenished by the acrobat, who in doing so, caused them to oscillate from side to side, as they had done hundreds of times before, when similarly disturbed. He watched the lamp, and though he perceived that, while the oscillations were diminishing, they still occupied the same time. The idea thus suggested never departed from his mind; and fifty years afterwards he constructed the first pendulum, and thus gave the world one of the most important instruments for the measurement of time. Afterwards, when living in Venice, it was reported to him one day, that the children of a poor spectacle maker, while playing with two glasses, had observed as they expressed it, that things were brought nearer by looking through them in a certain position. Everybody said: "How curious!" but Galileo seized the idea, and invented the first telescope.—*The School Visitor.*

The American Penman,

Published Monthly at 60c Per Year,

By Clark & Johnson, Proprietors, Erie, Pa., and Buffalo, N. Y.

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It is the intention to make *THE AMERICAN PENMAN* one of the best of its class, and we desire thousands of subscribers from all parts of the country, and all persons subscribing before January 1st, 1886, will receive a copy one year for 10 cents. When a club of 10 is sent, it will be furnished for 45 cents each, and a club from 10 to 50 or more, will receive it at 40 cents each.

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CLARK & JOHNSON,
Publishers, Erie, Pa.

ERIE, PA. AND BUFFALO, N. Y., MAY, 1886.

OUTLOOK OF THE BUSINESS COLLEGE.

BY PROF. A. W. PATTON.

Only a few years ago and the Business College was looked upon with contempt and suspicion. To-day it stands side by side with the best educational institutions of our land.

A few years ago and the business educators of our land were looked upon as a set of men unworthy of public confidence and public patronage. To-day some of the best educators stand in the ranks as business teachers, and the best educated and most influential men we have induced the business college. It is no longer a myth nor a mysterious affair. It is a reality. It stands high in the way of training young men and young women in the real duties of life's great work.

Its mission is surely the good of mankind and the elevation of our educational system. The past is prophetic of the future. The greatest men our nation has produced were men who came from the humblest walks of life and rose to distinction by real worth—by true merit. So it has been with the business colleges. They are gaining favor everywhere. Why? Simply because they supply a long felt want of the practical in education. They merit their success. They have worked hard to reach the place they now occupy in the public mind. They have fought against superstition and prejudice. They have had to cope with the literary schools—fill

they gained a footing and found a place in the confidence.

The time was when business men would not employ a graduate of a business college. I have heard that some business colleges of the past even cautioned their graduates not to show their diplomas on applying for a situation, that it was one of the things of the past. The Business College graduate of today feels a sense of security in that sheet of paper or parchment which is the source of as much pleasure to him, I dare say, as if he held a sheepskin from Harvard or Yale. It is the start-point in his life. The scroll on which success is written, and which has been properly inspired by his teachers with the one great element of success, invisible determination, as he grasps that diploma and marches forth to battle with life's great problem, you might hear him utter these words: "I will find a way or make one."

It is the mission of the business college to go forward. They are not yet perfect, but they are fast nearing perfection. They are fast calling to their ranks men of real merit. Men who are able to inspire the young with courage and nobility of purpose.

It is the work of the business college to be a grand one. It is fast becoming known that no education, however perfect in science or art or literature, is complete without a knowledge of the more practical things of life, which may be obtained in a good business education.

The graduate of Harvard or Yale or Princeton, the young man who intends to study law or medicine or even to preach, needs a business education to thoroughly fit him for his life's work. The farmer, the mechanic, the speculator all need a business training to make them truly successful.

To those who have no particular profession in view let me say, in this day of electricity and steam there is ever an increasing demand for young men and women as bookkeepers, as clerks, as amanuenses and secretaries, and no young man, who is truly worthy, need stand idle a single day if he has the proper business training. To such the business college opens a grand avenue to success. We cannot help seeing, then, a bright and prosperous future for good business colleges. Emigration is fast filling up the golden west. Our population is increasing at a marvelous rapid rate. Ere long this vast territory will resound with life on every acre of soil from the Atlantic to the Pacific. It is the work of the business colleges to properly train the young men of our country, for on them rests the future commercial interests of the commonwealth. Then let them spare no pains to lay before the youth of the land the bright prospects of the future and the avenue of employment open to the competent—the swift and willing, for "is an age on ages telling, to be living is sublime."

Preparation, thorough preparation, for the duties of the coming years should be the aim of every young man, and the teachers and counselors of the college be the motto of the business college.

HOW GOLD PENS ARE MADE.

"Yes, you are above me, I grant," said a gold pen to its holder the other night as the two lay in the pen rack, "but you need not exult yourself on that account, because you are merely an adjunct to my existence."

"As you have frequently made aspersive remarks touching my character and value, listen and I will repeat what was said to a representative of the daily News yesterday by a gentleman who

looks after the interests in Chicago of a large New York gold pen manufacturing establishment. His remarks will convince you that aside from my inestimable value as a connecting link between present, and future generations, there are facts connected with my history and manufacture which will tend to increase your respect for me. In his own words the gentleman had this to say about me:—

"A bar of gold, fourteen carat generally, is rolled and pressed out into a long ribbon about two inches wide and about the thickness of an ordinary sheet of blotting paper. This is then cut up into what is called blanks, each blank being about half an inch in width, and with one end tapering to a point. In the process of manufacture each of these blanks develops into a beautifully finished pen. The points are first notched in order to receive the iridium, without which a gold pen would be useless, and then a wire is drawn across them, giving some facts concerning this essential to our business. Iridium is one of the so-called noble metals; it is very hard, white in color, and exceedingly heavy. We get our supply from Siberia, and it is a very rare metal it is very expensive, the price ranging from \$20 to \$300 an ounce, but we do not use an ounce that costs less than \$100. I believe the metal was found in California some years ago, but proved too soft for our purpose, and we could not use it.

"We will now proceed with the manufacture of our pen: When the iridium point has been placed in position it is then subjected to what is called the 'sweating process'; by means of a blow-pipe the point is brought under the influence of a ray of fire, and the iridium and gold are indissolubly welded together; the black surface and discolorations are then removed by immersing the blank in a solution of nitric acid. It is passed through a succession of operations by which it is rolled out into the required length, cut into the proper shape, and the name of the manufacturer, number, etc., stamped on it. It is now tempered by a system of hammering and burnishing, which also gives it its beautiful finish."

"The pen has now reached one of the two most important points in its development—that is, the grinding, which is done on a copper lathe, with the aid of fine emery flour. Next follows the, by far, most important operation of the whole process of manufacture, the filing, which has to be done with the most delicate accuracy, the entire value of the pen depending upon the nicety of the operation. This is done on a very fine copper lathe, which saws through the interior point and into the pen the desired distance. The pen is then polished and the point is scratched to facilitate the flow of the ink; it is then tested, and if found perfect is ready for sale. Our pens improve with use and cannot be worn out in legitimate work. I know one man who has used one of our pens for thirty years and it is still unimpaired."

"As you see, the entire manufacture of the pen is done by machinery, although it will pass through the hands of ten or twelve persons before it is finished. With the exception of one in Detroit and one in Cincinnati there are no factories outside of New York where gold pens are made."—*Chicago Herald*

It is not because some men can foretell future events that they are more successful than others, for up to the present time no man has discovered a rip in the curtain of futurity. They succeed simply because they know how to estimate the value of a thing when it occurs.

WHAT BOYS SHOULD KNOW.

Don't be satisfied with your boy's education or allow him to handle a Latin or Greek book until you are sure he can—

1. Write a rapid business hand.
2. Spell all the words he knows how to use.
3. Speak and write good English.
4. Write a good social letter.
5. Write a good business letter.
6. Add a column of figures rapidly.
7. Make out an ordinary account.
8. Deduct 10% per cent. from the face of it.

9. Receipt it when it is paid.
10. Write an ordinary receipt.
11. Write an advertisement for the local paper.
12. Write a notice or report of a public meeting.
13. Write an ordinary promissory note.

14. Reckon the interest or discount on it for days, months, or years.
15. Draw an ordinary bank check.
16. Take it to the proper place in a book to get it cashed.
17. Make neat and correct entries in your day book and ledger.

18. Tell the number of yards of carpet required for your parlor.
19. Measure the pile of lumber in your shed.
20. Tell the number of bushels of wheat in your largest bin, and the value of it at the current rates.

21. Tell you something about the great authors and statesmen of the present day.

22. Tell you what railroads he would take in making a trip from Boston to San Francisco.

If he can do all this and more, it is likely that he has sufficient education to enable him to make his own way in the world.

If you have more time and money to spend upon him, all well and good, give him higher English, give him literature, give him mathematics, give him science, and if he is very, very anxious about it, give him a little Latin and Greek, or whatever else the course he intends pursuing in life demands.—*School Superintendent.*

THE GREAT NECESSITY OF EDUCATION.

Many parents in these days of money-making do not properly appreciate the benefits of education. Fathers say that what they want their boys to learn how to make money; and thinking that they are doing what is best for them, take them from school just at the time when they most require the discipline which they are under there, and when their minds are just beginning to verge into new channels. This is the very time when they most need guidance and instruction to prepare them for the work before them. People may cry down education, and point out a few successful business men who are uneducated. These, however, are not the rule but the exception, and in nearly every other branch of work education is deemed almost essential.

Show me the great men of the day—the rulers, statesmen, legislators, editors, judges, journalists, lawyers, doctors, and even the most successful business men—and I will show you educated men. If they have not enjoyed the advantages of a collegiate course, they have felt the necessity of that which lesser minds regard so lightly, and have educated themselves, often after surmounting many obstacles, but they have done it—School Principal in *Globe-Democrat*.

There is a book worth all other books which were ever printed.—*Patrick Henry.*

LETTER WRITING.

BY E. K. ISAACS, VALPARAISO, IND.

Article IV.

FOLDING.

The AMERICAN PENMAN printer skipped a paragraph, or rather got two paragraphs concerning "Folding" mixed up in my last article, so I will have to repeat, and the directions for folding as the printer had them in the last issue are hereby declared null and void.

Note Paper and Note Heads.—Fold the lower third of the sheet up, and the upper third down.

Letter Paper and Letter Heads.—Fold the lower half up, so as to nearly meet the top edge; then fold the right third toward the left and the left third toward the right.

SUPERSCRIPTION.

The superscription, or outside address, is the address written on the envelope, and consists of the same items as the

side slope, while all can be arranged neatly and systematically, although the style or the arrangement may differ according to the number and length of the words comprising the different lines.

MODEL SUPERSCRIPTIONS.

B. M. Worthington,
No. 1,
Wilmingt'n,
Dane Co.,
Iowa.
No. 2.
B. M. Worthington,
Wilmingt'n,
Dane Co.,
Iowa.
No. 3.
Henry C. Smith,
81 Madison St.,
Chicago,
Ills.
Model 4.
Henry C. Smith,
Chicago,
Ills.
81 Madison St.
Illinois.

A BOY ON BOARDS.

(A COMPOSITION WHICH LED TO A SHRINGLE ON A BOY.)

There are several kinds of boards, sign-boards, base-boards, dash-boards, clap-boards, side-boards, paste-boards and school-boards.

I think I will write about school-boards, because my sister is a teacher, and I can remember a good many things she has said about them, and that will help me some.

I don't know whether school-boards are always made of green lumber or not. I heard my sister say once the board wasn't half baked. Guess she meant it wasn't kiln-dried. Maybe it warped, and turned on the wrong side, or maybe it shrank badly, when exposed to the dry country of wages.

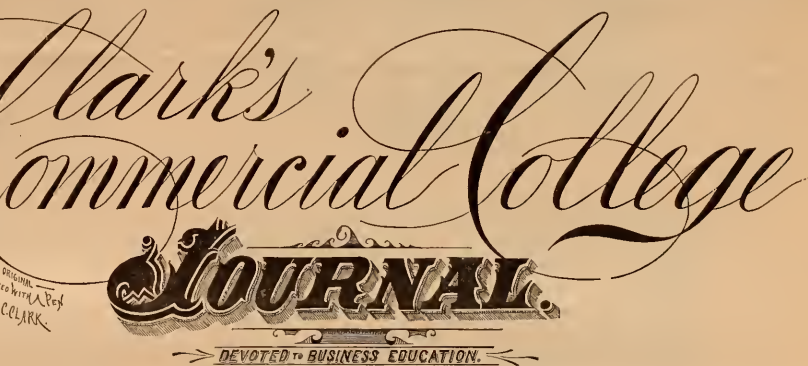
School boards are of different shapes, some are square and polished on both

one, or stick the old pieces together with taffy.

My sister says there is too much slang in this, but father says slang is mighty and shall prevail. He knows because he is a man. Men know everything, because they can vote.

Sometime I will write about other kinds of boards, if you have not been too badly bored with this.—*Am. Jour. of Ed.*

It is held by the Courts that checks should be presented at the banks upon which they are drawn the day they are dated, otherwise, if the bank fails in the meantime, it relieves the drawer from payment. A case of this kind was recently decided in the Pittsburgh Courts. A check was drawn on the Penn. Bank in favor of the Penna. Railroad Company, who deposited it on the following day, but it was too late, and the case was decided against the railroad, who had brought suit to recover.



The above cut is given as an illustration of lettering and writing photo-engraved from copy executed by H. C. Clark.

full inside address given in the introduction, namely, the name and residence of the person to whom the letter is written. If the person addressed resides in the country, or small town, the full address consists of the name, post office, county, and State. If the person lives in a large city, the number and street must be given, together with the city and state.

Position and Arrangement of the Superscription.—The first line, consisting of the name of the person, should be written at or a little below the middle of the envelope, and in such a way that the margin at each end will be the same. If directed to the country or small town, the second line consists of the postoffice, the third line the county, and fourth line the state; or the county may be written in the lower left hand corner, instead of in the third line. (See models 2 and 3.) If directed to a large city where the mail is delivered by carrier, the second line consists of the number and street, the third line the city and the fourth line the state, or the number and street may be written in the lower left-hand corner, instead of in the second line. (See models 3 and 4.)

The different lines of the superscription should be written straight, equidistant, and parallel. They should be arranged so as to present a counter-slope downward and toward the right, due attention being paid to both sides. Some addresses can be arranged so as to slope equally and gradually on both sides, some look best with a regular left-side slope, and some with a right-

Punctuation of the Superscription.—A period follows each abbreviation, and the last word; commas separate the different items.

Legibility.—Special care should be taken to make the superscription accurate and perfectly legible. Thousands of letters go astray every day on account of illegible and otherwise defective superscriptions.

THE STAMP.

The stamp should be placed in the upper right hand corner, its edges parallel with the edges of the envelope. Uncle Sam would no doubt carry a letter just as willingly with the stamp in any other place on the envelope, but due respect to custom, and especially for the convenience of the postal clerks, requires the stamp to be placed as directed above.

A SUGGESTION.

Much practice may be necessary in order to address envelopes well, and I would suggest that those who feel themselves deficient in this particular purchase two or three hundred cheap envelopes, and practice writing all sorts of addresses. Don't allow yourself to become accustomed to pencil lines or under lines in addressing an envelope, but practice until you can write straight without lines.

In my next I shall speak about the penmanship for correspondence, and will give several illustrations.

(To be continued.)

sides, some are longer than they are broad and so thin they bend under slight pressure.

I asked my sister what kind a board ours was, and she said it was a good-looking board, but when put to any use it was full of slivers. There was a young lady staying with my sister the evening I was writing this, and she said she thought some of the board would make good hitching-posts. I asked her if it was because they were such big sticks. She said that wasn't it. Then they both laughed; they thought I didn't know what they meant, but I did, because I saw Mr. Jones take her to church, and he is a member of the board, and she acted as if she thought he would be good to tie to.

The school-board is used for the purpose of getting the cheapest teachers they can find, whether they know any thing or not, and to vote down women's wages, and to leave men's as they are. This kind of board is elected by the people, mostly men.

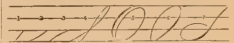
They most always get the closest grained they can find, when the teachers say they don't get pay enough, the people say it is the board. The teachers say the people had no right to get such hard wood for their board, and the board say, "What are you going to do about it?"

Sometimes there is a weak place in the board, and when thrown against some hard question, it splits and goes all to pieces; then they either get a new

LESSON IN WRITING.

BY C. G. PRINCE.

Owing to the fact that there is such a widespread difference of opinion as to the best methods of teaching writing, a lesson in this beautiful art cannot safely assume to be more than a clear and candid statement of the author's views on the subject. Such, in part, is the object of this article, and should I be able to offer any suggestions that will be of value to the readers of the "AMERICAN PENMAN," I shall feel well repaid.

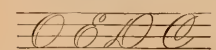


Poor writing is of two kinds. First: That which is written with a free and rapid movement, but which lacks the necessary elements of legibility and uniformity. Second: Writing that indicates a fair or good idea of form, but which have been drawn out with the finger movement, and consequently presents a heavy and labored appearance. It should be apparent then to all that it is only by mastering both of these underlying principles, i. e., Form and Movement, that the student can achieve well-merited fame as a penman, or even become known as a good business writer. Form and movement are the great objects to be kept constantly in view, for if either one is lost sight of the result is disastrous. Movement should be considered for its use ex-

ents form. Those who desire to become expert penmen, should, in our opinion, devote about one-half of their time to whole arm practice and the other half to muscular, as complete control of both of these movements is necessary to the development of great skill, but for those who simply wish to acquire a plain business hand, we advocate muscular movement, "first, last, and all the time." For the acquisition of this movement the following familiar exercise should be persistently practiced, taking care to keep the penholder pointing toward the right shoulder, and the wrist elevated at least one inch above the paper, in order that the ovals may be executed with a free, rolling motion of the arm, without the aid of the fingers.



If the learner has formerly written a cramped hand, he will involuntarily raise the elbow in practicing this exercise, as he finds it very difficult to roll the arm at all, while resting it upon the desk. A little patient labor will, however, usually serve to gain movement sufficient to roll the exercise across the page without lifting the pen or arm. Too much stress cannot be laid upon the importance of movement exercises; they should receive much more attention and practice at first than sentence writing, as the successful execution of the latter is wholly dependent upon a well trained muscular movement.



Many a beginner becomes discouraged, and wonders why it is that he cannot secure this coveted movement, until some day a level-headed critic informs him that the clothing worn upon his right arm fits so tight as to render the free action of the muscles a physical impossibility.

It should always be borne in mind that in order to move easily and gracefully, the arm must be entirely relieved of any weight of the body or of tight fitting sleeves.



Form is no less an important element of good writing than movement, and should receive more study and thought than is usually given it by learners and penmen in general.

The pernicious habit of forming u's, u's, m's and v's alike, (thus giving the writing a "band-saw" appearance), is the cause of much illegibility and should be carefully avoided. Practice daily upon the u's and n's until it becomes as easy and natural to join the parts at the top with turns as it formerly was to connect them with angles.

Loop letters are very important; they should be of full height and width, in order that they may not be mistaken for t's.

Both extended and inverted loops may be practiced to advantage in connection with the small letter o, as shown in the illustration.



The proper idea of correct spacing and slant can only be gained by com-

paring your writing with that of our best penmen. Secure good writing, not printed copies, as you will then have something to work from that was actually executed, not drawn out with a lead-pencil, retraced with ink, and then engraved.



Although advice is cheap and the market is flooded with it, I will venture to offer a little in conclusion. Work industriously, criticise carefully, and remember that intelligent study, together with constant practice will always accomplish wonders. Be encouraged, but never satisfied, with the results of your best efforts, and never try to make conceit and vain boasting cover up a host of defects. Be content to let your work show for itself, as merit will win in the end.

EDWARD COCKER.

Specialty prepared for THE AMERICAN PENMAN by W. H. Lottman, South Boston, Mass.

This ingenious and very industrious penman and engraver was born in the year 1631, which I compute thus: in his copy-book entitled, *Plumae Triumphus*, published 1657, there is his picture, and under it this inscription: *Etatis sue 26*, thus being subtracted from 1657, produces the year of his birth as aforesaid.

I have met with no memoirs relating to his extraction, or account of the place where he was born, and under which he received his education. His first appearance on the field of action is in London, so that it is probable he breathed his first air in this city. He has been blamed for writing, and engraving too much, and thereby debasing that art which he attempted to promote and illustrate. Mr. Robert More, in his short essay on "The first Invention of Writing," says that after Cocker commenced "Author," the rolling pen, being a product of his, and the use of such books as had almost rendered the art contemptible; and Mr. Champlon, in his historical account of penmanship, prefixed to his parallel, echoes the same complaint; adding that, led on by lucre, he let in an inundation of copy-books. Now, whatever foundation there may be for this charge in general, he was certainly a great encourager of various kinds of learning; an indelicate performer with the pen and burin; an ingenious artist in figures; and no contemptible proficient in the poetry he attempted to write, as will manifestly appear. I think, to one who thoroughly examines his numerous works that are still extant. His writing, I allow, is far inferior to what we have from the hands of some of our late masters; and there is not that freedom and liveliness in his pencilled knots and flourishes that there is in pieces done by a bold command of hand. But let us consider the time in which he lived, and what little improvement there had then been made in the modern way of penmanship, and we may justly make allowance for the many defects that now appear in his books, and say, with the poet,

Let the impartial judge, in every case,
Weigh well the circumstances, time and place;
All these consider'd, the accused may,
With justice be discharged, on such a plea.

In 1657 our author published his *Plumae Triumphus*; in some title pages it is *The Pen's Triumph*, invented, written, and engraved by himself; he lived then on the south side of St. Paul's Church, over against Paul's chain, where he taught the art of writing, which, perhaps, was his first work from

the rolling press; at least I have seen none older that is dated. It contains 36 plates in a small quarto. His picture is in the front, with this inscription over it: *Etatis sue 26*. So that seems he had a design, in his first book, to write just as many leaves as he was years old; but I advance this as a conjecture, for in the preface, prefixed to this book by S. H. he mentions The Penman's Experience as Cocker's first work.

TO HIS RENOWNED FELLOW,

MR. EDWARD COCKER.

Excellent artist, thy immortal fanExceeds the reach of pens, from whence it came
Directed from thy pen, thy curious handDisplays such secrets, all amaze stand
What makes thy high like Nile, thy overflowsWith excellence! how glorious wilt thou grow
Art thou still multiplying, like the f&Amd est thou yet find out another pleA
Rare Phoenix! thy bright quill transcends allRefined st pens, as Sol a painted staE
Desist not from these arts thy bottom founDiscovering all, for all by all be crownE
Consider what rare precepts pens dispenseFrom far comes by intelligenC
O who can but admire thy skill, that sOertops those artists, who for famous G
Comes, about, at home, pen cannot inCamp, count, and city of yoe boast, and caC
It is now, readers, who for pen-perfection looKnots and unparalleled lines shone in this book
Erected are the columns to thy praEAcch tosch of thy smooth quill thy fame doth n&E
Repute attends thy arts, thy virtues f&Amd Recognised is thy name, wit, pen, and graveR

In the same year, (i. e., 1657), he published his "Pen's Transparency, and the 'Fair Writing's Labyrinth'."

It contains 32 small oblong folio plates, besides his picture at the beginning, and a large plate at the end, informing the reader that he then lived in St. Paul's Church-yard, where he kept school, and taught writing and arithmetic. The writing is mostly "Secretary" and "Italian," according to the custom of those times, with a great many labored knots and languid pencilled ornaments. There is another edition of this book in 1690, which was then augmented, containing 43 leaves, including letter press work.

Anno Dom. 1659, he set forth "The Artists Glory," or the "Penman's Treasury," with directions, theorems, and principles of art, in the letter press work. It contains 25 plates. At the end of the book is a Latin autograph, by one Jer. Collier.

In the year 1661 he published his "Penma Volens," or "Young Man's Accomplishment," to which he prefixes this distich:

"Wherby ingenious youth may soon be made,
For clerkship fit, or management of trade."

Invented, written and engraved by himself.

It contains 24 plates, besides his picture at the beginning. In each leaf there are directions for the principle rules of arithmetic.

The best performances in this book are the German and English capitals, and the examples of Court and Chancery hands.

Anno Dom. 1664 he published his "Guide to Penmanship," of which there is another edition in 1673. It contains 23 oblong folio plates, besides his picture at the beginning, where he is drawn in his own hand, with a leaved band, as in his hand, and these lines underneath.

"Should rare Cocker's life, resembling thee,
Whom every cloud, have more illustrious made;
Whose pen and graver have display'd his name,
With virtuous's, in the book of fame."

This book abounds more with ornamental, or rather fanciful flourishes and pencilled figures, than examples of free and sound writing. At the latter end of it there are 5 leaves of letter-press work, setting forth some extraordinary rules and directions, that he himself expressed in a preface belonging to the art of fair writing. It was printed for John Ruddard, at the Unicorn in Cornhill.

Anno Dom. 1673, he published his "Magnum in Parvo," or "The Pen's Perfection;" invented, written, and en-

"Arts Glory," the second; "The Pen's Transparency," the third; and "The Pen's Triumph," the fourth. In the second page there is a dedication.

To the ingenious and able penmen and arithmetician, his honored friend, Mr. Richard Noble, of Guilford in Surrey, and in the last page there is a quadruple autograph of the author, signed H. P., which, for the singular rarity of it, I have here transcribed:

In the year 1668 he published his "England's Penman," exhibiting all the curious hands in use in England, engraved on 28 brass plates in folio. It is so printed, no Otobach Blagrove, at the Black Bear in St. Paul's Church-yard; and afterwards for H. Overton. Some time in the year 1676 he published his "Complete Writing Master," containing 33 pages in octavo; I can give no account of it. Some time before his death he published "The London Writing Master," or "Scholar's Guide," in 15 small plates without a date. The performance is small and of no great value. Besides these books, our author published from the rolling-press, the following, which were also the productions of his feeble pen:

1. Multum in Parvo, or The Pen's Gallantry. Octavo.
2. Youth's Directions to Write With out a Teacher.
3. Young Lawyer's Writing Master.
4. The Pen's Facility.
5. The Country School Master.

I cannot ascertain the precise time of Mr. Cocker's death, nor where he died; but I have been informed it was in the year 1677, which, if true, was the 46th year of his age.

The works that we have of this laborious author, that came from the letter-press, are these:

1. A book entitled "Morals, or Muses' Spring-garden," which is Cocker's Vulgar Arithmetic, which was published in 1677. The 40th edition was published in 1723; "Cocker's Decimal Arithmetic," 1695; the fourth edition being published in 1717.

The following lines are from his Vulgar Arithmetic.

"Ingenious Cocker, now to rest thou'rt gone,
No art can show the fully but thee own;
Thy rare arithmetic alone can show,
What sums of thanks we for thy labors owe!"

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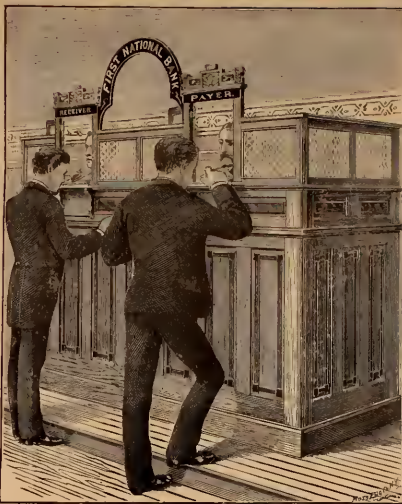
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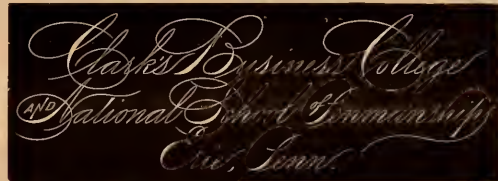
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THE AMERICAN PENMAN

DEVOTED TO PRACTICAL AND ORNAMENTAL PENMANSHIP

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CLARK & JOHNSON, Proprietors.

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SUBSCRIBE FOR THE AMERICAN PENMAN.

THE CONVENTION OF Business Educators convenes in New York, Wednesday, July 7th.

EVERY Business College proprietor and teacher should attend the convention, as no member of the profession can afford to miss it.

TEACHERS of penmanship will have ample opportunity to discuss the best methods of teaching writing at the Business Educators' Convention, and at the same time they can show their "hand" to the very best advantage.

THE portrait and autobiography promised our readers in the last number, is necessarily deferred to a subsequent issue, as we were unable to get the cuts in time for this number.

THE lesson in penmanship, which appears in this issue, by Prof. C. M. Robinson, of Lafayette, Ind., is full of sensible points in presenting the subject, and is worthy of careful attention on the part of our readers.

COLLEGES and schools intending to advertise their fall and winter terms, will do well to patronize THE AMERICAN PENMAN, as during July and August a larger number of sample copies than usual will be sent out. Send for estimates.

WITH the next number S. A. Drake will begin a series of lessons in practical penmanship, which will be illustrated by copies prepared by himself, and constituting a complete course on the subject.

MANY of the most successful men in this country owe their start in life to a good handwriting, and our young people cannot do anything that will benefit them any more than to learn to write an easy and graceful hand.

BUSINESS COLLEGES in all parts of the country are anticipating an increased attendance for the coming season, and the signs of the times are such as to warrant the prediction that more young men and women will be enrolled as students in these schools than ever before.

PREPARATIONS are now being made for the Annual Grand Opening of

Clark's Business Colleges, and aside from the usual graduating exercises, which are to be held August 24th and 25th, Rev. T. DeWitt Talmage, of Brooklyn, is expected to deliver an address. An excursion to Niagara Falls is also contemplated.

We were somewhat astonished in reading L. Madarasz's acceptance of Mr. Bennett's challenge, which was published in the May number, to find that he (Mr. Madarasz) practically concedes that he is not equal to the task, as he mentions Mr. Dennis as his assistant, in certain lines of the art.

THE business outlook in all sections of the country seems to remain unchanged, and while everybody has been hoping for an improvement, they have been disappointed. Just how long this condition of affairs shall last, remains to be seen, although we are of the opinion that business will revive very soon. It is devoutly to be wished that such may be the case.

THERE are now several penmen's papers before the public, and each claims to be better than the other. Now in order to determine the matter one should subscribe for them all, and then he can easily make up his mind as to which paper he will always read. THE AMERICAN PENMAN's mission is to do its share in helping to advance the interest of good writing and practical education. If it does this, it is worthy of an extensive public patronage.

LIGHTNING rod sharks, operating in Illinois, the *Drazer's Journal* says, get the gullible farmer to sign a paper, as he supposes, a contract; but, instead, it proves to be a note for ten times the sum intended.

Such swindles have become so common that it would seem that the farmers have come to feel it a duty, in this way, to contribute a few hundred dollars to the support of a large and increasing class of dead beats and rascals. Almost every community can furnish scores of similar schemes that have been "worked" on the honest, but too confiding and ignorant, farmer. If statistics could be obtained to show the aggregate amount of money robbed from unsuspecting men who are induced to sign notes under the impression that they are con-

tracts, or who make notes in such a manner as to allow the possibility of the amount intended being changed to a much larger amount, the result would no doubt be astonishing. The most remarkable feature of the case is that such swindles are possible in our land of free schools and general intelligence; but since such swindles are possible, and more than that, so very common, those who are engaged in acquiring education should endeavor to gain some practical knowledge of business that shall serve them as a protection against the deceptive practices of dishonest men.

The importance of special training for business, in which all must, to some extent, engage, has placed the commercial school among the indispensable educational institutions of the country, and the rapidly increasing patronage of these schools shows that their usefulness is gaining a general recognition.

WRITING from the influence it may exert in moral culture and the development of artistic taste and its practical usefulness, should engage the attention of aspiring youth everywhere, and such earnest attention as must be given to a worthy aim in order to excel. The never varying truth of the maxim, "No excellence without great labor," too frequently ignored, is as applicable to writing as to anything else. One cannot learn to write well in a week, nor in a month, but he who recognizes the many advantages realized by those who can write easily a plain, graceful hand, and who is thus constrained to put forth a reasonable degree of perseverance in the study of penmanship, will be most suitably rewarded with a very useful and gratifying acquisition. Although there are many who have long pursued the study of writing with commendable zeal and energy, achieving but indifferent results, and have consequently concluded that the ability to write well is a natural gift denied to themselves, the experience of those who have taught and studied the subject most proves that all, by well-directed effort and careful attention to details, can learn writing as well as anything else. No doubt many have placed themselves under the instruction of teachers of penmanship in the expectation of improving their style of writing without receiving any benefit; but ninety-nine cases of failure in every hundred are due rather to the students own willfulness or heedlessness than to any fault of the teacher.

To be benefited by instruction the learner must feel that the instructor knows more about the subject than he does himself, and he must lay aside his

preconceived opinions and his choice of exercises, and rigidly adhere to the direction of the teacher, diligently performing, in all its details, the work assigned to him.

The student may have gained some degree of skill in the use of the pen, but movement, and, delighted at the ease with which the pen glides over the paper, devotes most of his time to movement exercises, flourished letters, and combinations, believing that in this way he is to become a penman, but failure will be the result most surely. While a certain amount of practice on unusual movement exercises is essential, it is not alone sufficient; much time must be given to the study of the forms of letters, their height, width, slant, curves, and spaces, to insure desirable progress in the art.

CHOOSE YOUR LIFE WORK.

In every human life critical periods occur, and it is an easy thing to mistake or even miss them, when they come. On your choice, at such times, may depend your future success or failure. Just as we choose, when the choice is put to us, and live lives of obedience or disobedience to law, we can make our own pathway bloom with flowers or bristle with thorns. We may walk on through life beneath a sky of cloudless blue, or we can fill our lives with clouds and convulse them with tempests. The difference will be determined by the choice made at some period of our life. No life can be free from annoyances, errors and sorrows; disappointment and adversity will be the lot of even the truest soul, but if the choice made in early life be a wise one, then these trials will be simply a few clouds floating across the sky, obscuring for a time the brightness of its sunlight, but never mantling it in darkness. They will be but as the rain storm that washes away the dust from the petals of the flowers and causes the blossoms to bloom with greater beauty and fling forth fresher fragrances, not like the tempest that uproots the trees of the forests. Life's character then must be determined by the passage of critical periods.

One of the first choices a young man is called upon to make, is a choice of his life work, and how can he better fit himself to make that choice than by first obtaining a good business education. A sound knowledge of business rules and principles will be found useful in any trade or profession. There are many who cannot afford the time or money to spend years in obtaining a classical education. To such the Business College offers a relief. Here, by spending from three to six months in diligent study, you can prepare yourself for the active duties of life and be able to carry the life work you may then choose to take up, through to a successful termination.

DO WOMEN NEED EDUCATION MORE THAN SUFFRAGE?

Woman's place in the world is in any capacity or sphere which she has the requisite capabilities to fill with intelligent and practically successful results. I am not the champion of any so-called reformatory measure, nor the upholder of woman suffrage, or its opposers. It is not my present province to argue upon any of the so-called questions of the day involving woman's so-called rights. I do not stand forth as a denouncer of man's so-called justice. In our land at the present day, woman has every right which she has thus far shown herself competent to maintain; and every avenue is open to her ambition which her mental powers and skilled training shall demonstrate her fitness to enter. That woman has not already taken her place by the side of man in the political, scientific, or metaphysical arena, does not argue her untidiness and incapacity, *per se*, but rather the necessity of laying the question on the table, to be decided only after the experiment has been fully tried of bringing her brain powers up to their utmost development, through an equal course

it is not her entire sphere, when she has the talent or genius to enlarge it; when men make such short-sighted observations, they simply declare to the world that their wives, mothers, sisters and feminine acquaintances have all been among pitifully weak-brained and superficially educated women, and when a woman is petty in her nature, and possesses an uncultured, frivolous mind, even though she may have some smattering of accomplishments, we agree with men that she is most lamentably weak.

As to woman's suffrage, the strongest argument which we can find in its favor is the plea in behalf of widows and single women, who own property in their own right; that, in the regulating of the laws which govern said property, they should have an equal chance of securing their best interests. But on the other hand, this may be one of the instances in which the best interests of the few could not, at woman's present stage of advancement, stand for the best interests of the majority. As to woman increasing her individual freedom of thought and action by receiving the gift of suffrage, surely all who have read that thrillingly true

the enslaving of their free wills. Better be a woman forbidden to vote than a man selling his vote and manliness, on account of his ignorance and vice, to the politician who would bestialize the nature of his willing slave.

Until women can understand and reason logically upon all questions of political moment, let them not yearn for the privilege of being counted as so many victims whose free wills must be sacrificed upon the altar of ignorance.

That many women in our land are as capable to cope with these questions successfully as any man, is already a demonstrated fact; but in this, as in many instances, the few must suffer a while that the mass be not enslaved. Until both parties are equally competent to judge, and choose for themselves independently of either's coercion, let us not desire that political wrangle between husbands and wives, fathers and daughters, shall help to add the fuel of political discord to the fire of ignorance and self-will. And until the majority of women shall be raised above the ignorance of some of their number, who think themselves capable of instructing others, I doubt if woman's suffrage would very materially clear the politi-

That educated women have successfully guided vast political interests, and shown themselves capable of diplomatic powers equal to those of men, history most plainly reveals. Take the accounts, gathered from various sources, of the life of Jeanne d'Albret, afterwards Queen of Navarre, the mother of Henry the Fourth of France, and one of the most staunch and fearless supporters of Protestantism at a time when to espouse the cause meant persecution; who was selected by the Romish powers as one of the victims of the Inquisition, from which fate she was providentially saved, not by the reclamation of her faith, but by the interposition of the wife of Philip of Spain. This Jeanne d'Albret, Queen of Navarre, married to a husband pitifully weak and vacillating, utterly incapable of comprehending her nobility of soul, was forced to take into her own hands the reins of government. Surrounded by enemies on either hand, she made no mistakes in political measures, sustained her ancestral rights, battled for the cause of Protestantism, even joining the army, and herself personally inspiring the patriotic ardor of soldiers after the defeat of the Huguenots at the great battle of Jarnac, and the death of



The above cut is given as an illustration of Lettering and Flourishing by H. C. Clark.

of mental training and persistent study with that which is exacted from her collegiate brother. Not until it shall have been demonstrated that woman's brain is incapable of equal development under the same training, will the fact be proven that woman is mentally inferior to man. That man's mind is different from woman's in its methods of arriving at the same results, does not necessitate an inferiority on her side; that an electric current is different in its methods of operation from a steam engine, does not detract on either side from their inherent strength and vital force.

Woman, at the present time, needs education more than suffrage, skilled training rather than a continued clamoring for an enlargement of rights which she already possesses, and which wait only her demonstrated fitness. The words of the Apostle Paul, that "women should keep silence," have been used with supposed overwhelming conviction (that is, to their own minds) by many men, whose estimates of woman's capabilities have been based upon their own lamentable experience of being surrounded by weak and petty-minded women. As most of our convicts are founded upon our own experience, when men sweepingly declare that woman's mind is either incapable or unworthy of high development, and that her only sphere is in the petty routine of daily duties (that her sphere is there, we don't pretend to deny; only contending that

story of "The Fate of Madame La Tour," revealing the tortures and slavery of the women of Mormon Utah, where the women are condescendingly given the right of suffrage, and practically handed over by their husbands, will be paid to doubt the fulfillment of that promise which is held by the supporters of this measure. The results are numerically considered, at the present stage of woman's political education, would probably not be vastly different in its effects upon any particular party; for, until the mass of women learn to think for themselves, intelligently, logically, and clearly, upon political and reformatory questions, the mass will vote as their husbands, fathers and brothers advise, except in the case of ignorant and inherently willful women, who will seek to gratify a petty spite by voting contrary to the men of their home circle.

When woman's education shall have broadened and enlarged her mental horizon, until her mental vision upon the political and reformatory outlook is as far-reaching as that of the most intelligent of men, then will she be fitted to make wise use of such a power, and then will she surely gain it, if she need it. To argue that ignorant, coarse-witted, deluded men are allowed a privilege of which she is denied would not be a powerful plea to her refined nature did she stop to realize that the so-called privilege of these ignorant voters is that of bartering their votes for whisky and

cal horizon from the clouds which hang over it.

As an instance of ignorance upon these questions displayed by women who even profess to teach others, I will mention the following: A woman who spends her time in going about the country and making exhortations, made in my hearing the following illogical and ignorant remarks, of which any bright-minded school-boy would have been ashamed, "that she thought the only solving of the negro question would be, to found a colored republic within the boundaries of our own nation and give to them their own government and Legislature and President, and treat with them as with a foreign power." As to the Germans, as they were such beer drinkers, her opinion was, that "our government should never have given them the privilege of becoming citizens through naturalization." And, as to the Chinese, she considered that they were allowed to come to this country in order that they may be converted to Christianity, in which laudable opinion poor California does not entirely differ with her, but plaintively begs to be allowed to send their 100,000 heathen, free of freight, to the benevolent evangelizers of New England, that they may have the privilege of converting the heathen at their own door. Thus, in five minutes' time, did this woman dispose, probably to her own ignorant satisfaction, of these momentous questions.

their leader, the Prince Conde. This masterly address of a woman to the soldiers of the Reformation has something truly Napoleonic in its clear, ringing cadences, and something vastly grander than Napoleon's aim; for it was inspired by a desire to uphold and advance God's kingdom, rather than an ambitious thirst for increased power. Whatever we may think of upholding any cause by the use of the sword, we must admire these soul-stirring words of this great and dauntless woman:—

"Soldiers, you weep! But does the memory of Conde demand nothing more than tears? Will you be satisfied with profitless regrets? No! Let us unite and summon back our courage, to defend a cause which can never perish. Does despair overpower you? Despair, that shameful failing of weak natures! Can it be known to you, noble warriors and Christian men! Whose I, the Queen, hope still, is it for you to fear? Because Conde is dead is all, therefore, lost? Does our cause cease to be just and holy? No! God, who placed arms in his hands for our defense, and who has rescued you from perils innumerable, has raised us up brothers in arms, worthy to succeed him and to fight for the cause of the King, our country, and the truth!

* * * To these brave warriors I add my son; make proof of his valor. Soldiers! I offer you everything in my power to bestow; my dominions, my treasures, my life, and that which is

dearer to me than all—my children! I make here solemn oath before you all, and you know me too well to doubt my word, I swear to defend to my last sigh the holy cause which now unites us, which is that of honor and of truth!"

Think you, if the wives and mothers of the men of our republic were educated and trained to become such women, the bills passed by Congress would be influenced, as now, by the unscrupulous but keen-witted women-lobbyists? Men will be influenced by women; let every wife and mother and sister in the land see to it that their own petty-mindedness and weak (because uneducated) brains do not leave it for other bad, though it must be confessed, much smarter, women to wield the power for evil, which they could hold in their own hands for good did they but use and increase the talents which God has given them, and for which he will surely hold them to an account.

be the last to seek to appropriate her brother's crown of glory, when her own memory is immortalized by her matchless songs which her brother publicly acknowledged to the world as composed by the sister whom he admired above all women, and whose genius he candidly and lovingly recognized. In these days woman's place in the world is bounded only by her own capabilities and highest possible development. In benevolent and missionary enterprises she has long taken the lead. Now, literature, music, art, science, medicine, metaphysics, theology and trade are open to her ambition; and to every woman comes the stirring question, What can I make of my own life?—*Lydia Hoyt Farmer in Cleveland Leader.*

THE KIND OF YOUNG MEN WANTED IN BUSINESS.

The proprietor of a wholesale importing and exporting house down town

A LESSON IN PRACTICAL PENMANSHIP.

BY C. M. ROBINSON.

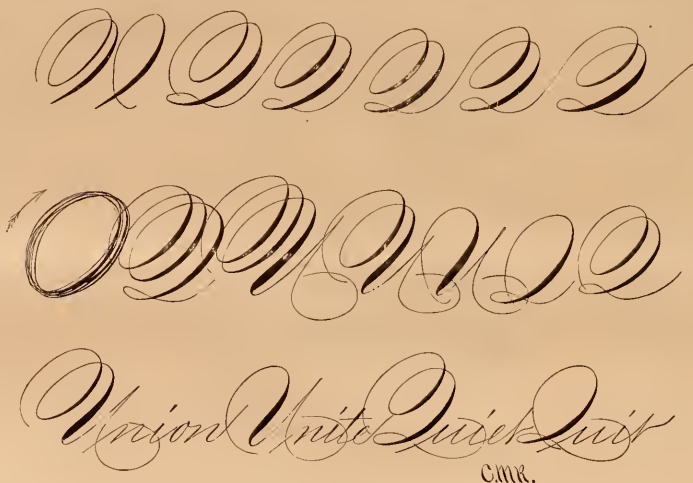
The exercises in the following cut may be practiced with the whole arm or forearm movement. In practicing the whole arm movement you should keep the arm free from the desk, resting the hand on the back of the last two finger nails. This movement will enable beginners to obtain control of the hand more readily than any other, but it should be introduced as a stepping-stone to the forearm movement in the place of being made a standard movement for making capital letters.

Next we come to the forearm movement, which has universally been called the muscular movement. (We see no reason for calling this the muscular movement, for the simple reason that every movement we make is a muscular movement). The position for practicing

BUSINESS EDUCATION AND CIVIL SERVICE REFORM.

BY PROF. H. RUSSELL JOLIFF, ILL.

One of the grandest and best laws ever entered upon the statute books of the nation is undoubtedly the civil service reform law. I am in receipt of the Second Annual Report from John M. Gregory, one of the commissioners, who says "The enforcement of the civil service act of January 16, 1884, has been found both practicable and effective for the accomplishment of its purpose." It has relieved a large number of officers, from the President down, from the pitiless appeals of the office beggars. So, notwithstanding the howl of a few sore-headed demagogues and office-seekers, the law has proven a grand success. The days of ignorant underheads in the office are evidently numbered, and the long, dark nightmare of ignorance has



If a place in politics is ever to be woman's, let every woman politician see to it that she becomes a Jeanne d'Albret in discipline of mind, unimpeachable integrity, fearless promulgation of religious principles, and unflinching courage. In pleading the cause of woman's high mental development and great future possibilities, we have no sympathy with those foolishly weak advocates of her mental powers, who grasp at all vague rumors of her past achievements, and who believe the faint, unfounded traditions that Mendelssohn's crown of glory belonged by right to his sister, who, they claim, was the real author of his masterpieces; and that the laurel wreath of political renown as the framer of the Declaration of Independence must be torn from the brow of Thomas Jefferson and placed upon the head of some unknown woman, who, petty rumor saith, favored Thomas Jefferson with her sage advice.

When woman's cause demands such unreliable, legendary lore to prove her mental equality her cause will be weak indeed. And Fanny Mendelssohn would

complained the other day of the lack of efficient clerks in his kind of business. He said that those who expected to rise, endeavored to master the details of the intricate business, but he found few with energy enough to attempt it. "Now out of forty clerks I annually drop thirty-two and retain eight. Why is that? Well, foreign exchange and the details of the system have to be learned thoroughly. It requires energy and some brains, and a constant exercise of the memory. A majority of the young men employed refuse absolutely to try to understand the details. They hold on in an unsatisfactory manner, perform their work perfunctorily, and wonder why they are discharged. Perhaps eight or nine clerks have helped them for months, and tired over, as it were, their ignorance. Any young man who is half way bright, honest and industrious can succeed. Positions are always open to this kind of clerks. Once they get in, they remain, and after several years turn up as partners in the business."—*N. Y. Evangelist.*

this movement is the same as the whole arm movement, with the exception of resting the muscles of the forearm on the desk. In order to develop and discipline the muscles of the forearm, a large amount of time should be spent practicing the oval. Then practice the Q and U, as you see the first two following the oval.

The design of these exercises following the oval is to gradually reduce exercises into letters. Any one learning to write will be greatly benefited by faithfully practicing these exercises. Small letters should be made with the combined movement. All forward strokes should be made by moving the whole hand, letting the last two finger nails slide on the paper. The downward strokes are made by contracting the thumb and first two fingers.

Now, we will say in conclusion that every boy and girl can learn to write, if they only have the necessary will power and are willing to give the sufficient amount of time and energy to the work.

at last been dispelled. The edict has gone out that henceforth merit and learning, not ignorance and stupidity, is to be the test of those who are hereafter to be clothed with official power. What a grand thing it would be if the law could be indefinitely extended to state, city and township officers. What a vast amount of trouble would be saved, and what a blessing it would be to all of the people. No other law has ever been made that is of so much importance to Business Colleges, as the preparation for government offices is mainly acquired at these institutions. It is an acknowledged fact that our business colleges are giving just exactly that kind of education that is needed by every government officer.

The lack of this education is what has kept the cause of a large proportion of the defalcations and failures, both in and out of these offices. A large proportion of the officers of the government hereafter, it is fair to presume, will be graduates of the Business College. Brethren, it is our duty to make the course of instruction in these institutions both thorough and practical, for the book-keeping of the richest nation on earth depends upon skill and knowledge here acquired.

The American Penman,

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By Clark & Johnson, Proprietors, Erie,
Pa., and Buffalo, N. Y.

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It is the intention to make THE AMERICAN PENMAN one of the best of its class, and we desire thousands of subscribers from all parts of the country, and all persons subscribing before January 1st, 1886, will receive a copy one year for 50 cents. When a club of 10 is sent, it will be furnished for 45 cents each, and a club from 10 to 50 or more, will receive it at 40 cents each.

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CLARK & JOHNSON,
Publishers, Erie, Pa.

ERIE, PA. and BUFFALO, N. Y., JUNE, 1886.

PERSONAL MENTION.

S. C. Malone, artist penman, Baltimore, Md., favors us with specimens of his pen drawing and lettering, which justly place him at the front as a pen artist.

C. R. Bales, Bloomington, Ill., sends a beautifully written letter. He is open to an engagement, and judging from his writing, he ought to have a good place.

Chas. I. Rice, penman in the Chicago, Rock Island & Pacific Railway, encloses several fine specimens of letter writing.

W. P. Richardson, Fayette, O., encloses in a well-written letter, a club of fourteen subscribers, and a beautiful pen flourish, which appears in this number. Prof. Richardson is evidently a live teacher.

Clark's Business Colleges are attracting students from remote cities and towns in the United States, as well as receiving a large home patronage. During the early part of the month Messrs. Jas. M. Baker and J. F. Weaver, of Cincinnati, Ohio, were registered among the new arrivals to the Erie College. Mr. J. C. Maxwell, of Richland Centre, Wis., was also admitted to membership. These young men

are deserving of special mention on account of their fine address and studious habits.

Well-written letters have been received from the following named persons:

J. N. Curry, Harrisburg, Pa.
C. G. Prince, Clark's Business College, Buffalo, N. Y.
J. A. Best, with W. C. & A. R. R. Co., Vineland, N. Y.
C. Bayliss, Business College, Duquesne, Iowa.
A. D. Wilt, Miami Commercial College, Akron, O.

STENOGRAPHY.

FOR THE AMERICAN PENMAN.

It is astonishing to see the rapid progress made in this branch of education within the last twenty years. The day was not very long ago, when the stenographic art was a rare accomplishment, and therefore valuable to its possessor. But now many young men and women in professional life can write short-hand, and its uses are many and varied. That of court reporting is one of the most lucrative, and one requiring experience, but nearly every prominent lawyer, merchant, banker, and broker has his short-hand secretary or clerk.

week passed but he had applications for writers, which he was unable to fill.

The question may be very properly asked, How long does it take to learn the art, and what previous education is needed in order to make a success? The average time as given by one of experience, is six months. A thorough knowledge of the English branches is absolutely necessary, and knowledge in any direction never comes amiss. All other things being equal, the student possessing the more extended knowledge will make the more rapid progress and give the best satisfaction, but any young man or woman with a knowledge of the English branches, and the requisite amount of force and perseverance to

June 4 1886 -
Mr. D. D. Fenton,
Cincinnati, O.
Dear Sir -
Your favor of recent date requesting circulars of information concerning the course of study, terms &c. in our College at hand, and we are pleased to mail you herewith a copy of our Fall and Winter Commencement, together with other publications in the interest of our schools.
We believe that you can not find in any other college advantages equal to those we are now offering, as every department is supplied with the most modern facilities, and our course of Practical Business Dictation is not approached by any other institution. We shall be pleased to secure your patronage, and should you attend either of our colleges, and complete the course, it will afford us pleasure to recommend you for any responsible position that your tastes and qualifications may fit you.
The Fall and Winter Opening takes place beginning August 24th 1886, at which time we shall be pleased to welcome you as a student.
Very truly,
Clark & Johnson,
Proprietors.

The above letter was photo-engraved from the pen of H. C. Clark.

W. W. Bennett, Cleveland, O.
J. W. Shott, American Normal College, Logansport, Ind.
C. H. Klausman, letter business writing and cards, Minneapolis, Minn.
W. C. Harvey, Business College, Davenport, Iowa.
C. M. Robinson, Business College, Lafayette, Ind.

TORRACO is a curse, socially, physically and financially, and the raising, manufacturing, selling and consuming of it should be everlastingly set down upon by all good citizens.—*Galt's Niagara Journal*.

Stenographers in railroad offices are thousands in number, and in the metropolitan offices of the great express and transportation companies nearly every department has its short-hand clerk at his elbow. The salaries commanded range from \$10 to \$25 per week, according to ability and experience.

As a work for women there is no field where men have felt more keenly the effect of their competition, the average young woman making as efficient and satisfactory a stenographer as her brother, and in many places they are preferable to a man.

There is to-day no profession offering so sure and immediate promotion as stenography. The principal of one of the first schools in the country said to me a short time since, that scarcely a

push forward at the point that seems the darkest, is sure of such proficiency in the art as will prove eminently satisfactory.

"With ordinary talent and extraordinary perseverance, all things are attainable." E. D. W.

—There is nothing in after life that can take the place of father and mother to the child; there is no other institution like the family; there is no other love like parental love, and no friendship like the friendship of father and mother. —N. Y. Equivocalist.

The next number will contain a report of the Business Educators Association and much other valuable information.

Eight Annual Convention of the Business Educators Association of America, to be held in New York, Wednesday, July 7, to Wednesday July 14.

The Executive Committee of the "Business Educators Association" takes pleasure in submitting the following suggestions as to the coming Convention:

1. TIME AND PLACE OF MEETING.

The Convention will be called to order at the rooms of the Packard College, on Wednesday, July 7, at 1 P. M., for organization and listening to the President's address. For subsequent meetings, both the Packard College and the Spencerian College will be at the option of the convention.

2. PUBLIC MEETINGS.

On Wednesday evening a meeting will be held at Chickering Hall to which the public will be invited, and which will be addressed by representative New Yorkers in a welcome to the delegates, and responses made by members of the Association.

It is also suggested that at least one other meeting be held for the discussion of some broad educational topic; and that the public be invited to attend the regular sessions of the Convention.

3. DIVISION OF TIME.

It is proposed that Thursday, Saturday, Monday, Tuesday and the forenoon of Wednesday be given up wholly to the real work of the Convention, and that Friday be devoted to an excursion and banquet, which has been tendered to the members by the Packard Alumni Association. Suggestions as to hours and means of recreation and leisure are given under the proper head.

The daily proceedings are suggested in the following schedule:

FIRST DAY—WEDNESDAY, JULY 7.

Meeting at 1 P. M. for organization, etc.—1. Report of Secretary and Treasurer; 2. Report of Executive Committee; 3. President's address; 4. Miscellaneous Business.

EVENING SESSION.

Chickering Hall, 8 P. M.—1. Addresses of welcome from eminent citizens; 2. Responses by the President and members of the Association; 3. Statements from the Executive Committee and announcements of the meetings of the Convention.

SECOND DAY—THURSDAY.

Morning session, 9 to 10.—Meeting of committees or sections for the consideration of special subjects; 10 to 11, Bookkeeping: How to introduce the study of accounts; 11:30 to 1, Penmanship: The best method of teaching in commercial schools.

Afternoon session, 3 to 4.—School Management, as applied to the Business College; 4 to 5, Relation of business colleges to public schools.

THIRD DAY—FRIDAY.

Excursion.

FOURTH DAY—SATURDAY.

Morning session, 9 to 10.—Meeting of committees; 10 to 11:30, Bookkeeping: How far and in what direction shall we go in applying the science to business specialties? 11:30 to 1, Arithmetic: How to teach it to secure the best practical results.

Afternoon session, 3 to 4.—Industrial education: Its relation to business colleges and to the educational interests of the country; 4 to 5, Commercial Correspondence: To what extent it may be taught as a special duty.

FIFTH DAY—MONDAY.

Morning session, 9 to 10.—Meeting of committees; 10 to 11:30, Bookkeeping as adapted to retail business; 11:30 to 1, Business practice: At what stage of the

course shall it begin, and of what shall it consist?

Afternoon session, 3 to 4.—Women in business; 4 to 5, The ethics of business.

SIXTH DAY—TUESDAY.

Morning session, 9 to 10.—Meeting of committees; 10 to 11:30, Penmanship in class instruction; 11:30 to 1, Shorthand: Methods of teaching, and practical results to be accomplished.

Afternoon session, 2 to 4.—Social economy: Its place in a business course, and how it may best be taught; 4 to 5, Commercial law: Method and extent of instruction.

SEVENTH DAY—WEDNESDAY.

Morning session, 9 to 10.—Meeting of committees; 10 to 11:30, Language: How it can best be taught in business schools, and to what extent; 11:30 to 1, Election and general good of the association.

PAPERS AND DISCUSSIONS.

The Committee desire to make room for all members who have anything to say, and wish to say it; and, in order that proper arrangements may be made to this end, it is suggested that those

ple opportunity for the penmen, the short-hand writers and teachers, and all other specialists, to confer with each other, without restraint, and thus to promote a better acquaintance and more effective co-operation. A room will be set apart for the exhibit of books, machines, and appliances of any sort appropriate to the work in hand.

RAILROAD RATES AND HOTEL ACCOMMODATIONS.

The matter of reduced fare on the railroads has been seriously and carefully considered by the committee, the result being, that on account of the uncertainty as to the number of persons to be provided for on any particular route and the fact that very few will care to come and return over the same route, the effort to secure special reductions would prove of little avail. They would also call attention to the fact that these are times of abnormally low rates on all roads leading to New York, and that, though outside ticket agents, even these low rates may be discounted. It will be the business of the committee to secure all possible favors in these directions.

cert halls, arranged especially for summer entertainments, are all that could be desired.

CONCLUSIONS.

In conclusion, the committee would respectfully call the attention of members and their friends to the fact that this is an important time in the history of our association, and that there are weighty reasons why a special effort should be made to properly place our work before the public. Many of us have been in the field uninterruptedly for twenty-five years and more, and others who have come into the history recently have the same or even greater interests at stake in the matter. There seems to be almost as much necessity for educating the public mind now as there has been at any time in the past, notwithstanding the growth of our specialty and the missionary efforts of earnest and progressive teachers. Those who have followed the line of progression as advanced by our recent conventions, cannot fail to see that to this method lies our best avenue to the public sense and our best means of promoting efficiency.

In our individual schools, The Business Educators' Association had its birth in New York eight years ago, and there are important reasons why its return to the old ground should be signaled by such evidences of solid growth as shall impress the public. To this end, it is essential that we bring into our discussions the best thoughts that are in us, and that we leave no doubt in our own minds or in the minds of our friends that we are in the line of advancement in educational ideas and processes. It is believed by the committee that the convention of '86 will be in many respects the most important that has yet been held. Evidences are at hand of a very large attendance and the prompt responses which have been made to requests for papers and co-operation in other matters give evidence of unusual zest. It is to be hoped that members of the association will not only make an effort to be present themselves, but will use their influence to induce a large attendance of teachers within the line of their correspondence. Especially do the committee request suggestions and inquiries touching any point of interest. They are determined to leave no effort untried which shall tend to the comfort of members or to the advancement of the cause. Communications should be addressed to the Chairman, who engages to render prompt replies.

S. S. PACKARD, 905 Broadway, N. Y.
D. T. AHER, 205 Broadway, N. Y.
L. F. GARDNER, Poughkeepsie, N. Y.

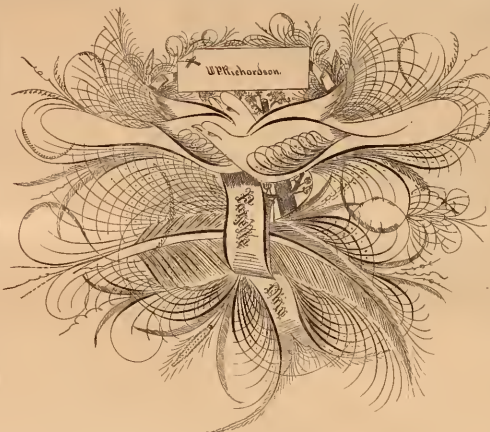
Executive Committee.

New York, May 10, 1886.

THE AMERICAN PENMAN is late in coming out this month, but owing to pressing business matters, we hope our fluency will excuse the delay. The July No. will appear a little later, owing to our desire to get a full report as possible of the Business Educators' Association. Thereafter the "A. P." will appear on time.

Avoid the first temptation to wrong. He who yields, and indulges in some form of sin practiced by others, because others practiced it, is in the quicksands and cannot expect but to suffer loss. Safety consists in ability to say no, firmly and from the beginning.—*Academy Notes.*

'Tis the mind that makes the body rich.—*Shakespeare.*



The above cut was photo-engraved from original pen and ink design executed by Prof. W. P. Richardson, of Fayette, Ohio.

who are willing to take part, either in the preparation of papers or in the discussions, shall communicate with the chairman of the committee, before the day of meeting.

It is desired that every discussion shall be opened in a deliberate way, through a carefully prepared paper or address, occupying not to exceed thirty minutes, to be followed by extemporaneous discussion; and, while every member will be accorded the constitutional privilege of speaking upon any open question, it will very much aid the committee to know in advance, the names of those who may be called upon to speak upon the several topics named. The experience of former conventions has taught us that a full hour for discussion of the points in any prepared paper or address is as brief a limit as should be set.

The committee are prepared to say, from assurance already at hand, that none of the topics are likely to go begging.

SPECIAL INTERESTS.

The object of diverting the morning hour, from 9 to 10, to "meetings of the committees and sections," is to give an

New York is a city of hotels and boarding-houses, and good board can be secured at from ten dollars a week to ten dollars a day, according to the elimination and the purse of the guest. The ordinary price for good single rooms at the best hotels, is from \$1 to \$1.50 a day; double rooms, \$2 to \$3.50. There is no good reason for placing the entire cost of lodging and board, in good hotels, above \$3 a day; and any one who, besides to economy, can live comfortably and respectably on \$2.50. Good boarding-houses can be found in close proximity to the convention, at a rate not to exceed \$10 a week. Places at hotels or boarding houses will be secured in advance, by addressing the chairman of the committee.

AMUSEMENTS AND RECREATION.

A Bureau of Information will be established, to hold during the convention from which can be obtained all necessary information as to places of recreation and amusement; and it must not be forgotten that New York, in summer time, holds out unusual attractions in this line. Especially is rich in cheap excursions to the country and seaside, while the numerous theatres and con-

BUSINESS COLLEGES VS. CLASSICAL COLLEGES.

BY PROF. RUSSELL, JOHNET, ILL.

In comparing the relative merits of our Business Colleges with those of our Classical Colleges, we will say nothing derogatory to the latter, but will, we trust, by fair argument and comparisons, show up truthfully the relative merits of each. At the outset we claim that our Business Colleges are doing vastly more good in proportion to their means than Classical Colleges, although we suppose that this may be denied, nevertheless, we believe that they have will verify our statement. In the first place it is not a fact that the vast majority of our Classical schools are sustained by private contributions, or by benevolent individuals, or perhaps some church? How many of them are self-sustaining? Compared with the few, is not the annual commencement used as a day of asking, yes, begging alms, to help along the different Classical institutions? In the history of any of our Business Colleges, do we see anything of this kind; nay, verily a Business College that cannot stand upon its merit has failed, and how we have stood the test. Let the hundreds of prosperous Business Colleges throughout the country answer this. To any observing business man, this would, if applied to actual business transactions, be most conclusive proof. How long would any mercantile house, be its name what it might stand, that was compelled to issue an annual appeal to the charity of the customer, to keep it from bankruptcy? Yet, my classical friends, disguise it as you may, this is precisely what you are doing: begging to keep yourselves from having your doors closed which the lack of patronage would force upon you.

It may be that many of our Business Colleges are poor. I know that many, if not all, are most heartily despised by Classical Colleges. That they do not educate and are consequently humbugs, has been charged time and again against them. How true this is, let the numerous graduates of these institutions answer. Everywhere, scattered from Maine to California, are the graduates of our various Business Colleges in positions of the utmost responsibility and trust, where brains and talent are required. Can as much be said of the graduates of our various Classical Colleges? The late Horace Greeley, whom all will admit to be a fair judge, inasmuch as he was a graduate of neither a Business nor a Classical College, said, in 1860, that in the city of New York there was an army of upwards of ninety thousand graduates from the various Classical institutions of the United States, and that not a tittle of them could earn a living, while at the same time the graduates of our Business Colleges were nearly all in some useful employment. The devotion of four years to the study of dead languages Mr. Greeley regards as a most positive injury to many, and as far as the individual is concerned, all sensible persons will admit that there is enough to learn in the English language, that is of benefit to mankind. A knowledge of Latin may be of benefit to the medical profession, and how very few of these ever learn the knowledge that it took them years to secure. Is it not almost invariably forgotten? In regard to the statement that our Business Colleges do not educate, we think that we have shown most positively that they do educate, and do it in a much more practical manner than most of our Classical Colleges. That they impart the most essential branches of education which are daily used and are required for the transaction

of the vast amount of business of the country, is a fact that we suppose no man in his right mind will attempt to deny. That there are humbug institutions that do not teach what they advertise, in fact, are grand frauds, we suppose to be equally true of both Business and Classical schools. Of these we have nothing to say, but of the many worthy institutions scattered over the country that have been models of success, which are presided over by men of solid worth to their students and the world at large, than the very best of our classical schools. That they ask no endowments from the millionaire or the philanthropist, but expect to stand upon their own individual worth, supported by a just and appreciating public, we believe redounds most emphatically to their credit.

When we compare the expenses that are required at either of these institutions, which is no small matter, especially in such stringent times as we have had for the past four years, as it is a well-known fact that the vast majority of students that attend these schools are from the middle and poorer classes, that comparatively few are rich, we shall find that the investment of \$100 in a business education is surely of much more importance than is the \$1,000 invested in the dead languages. For what the age demands is a training of a practical nature, afforded by many of our best Business Colleges. Let the antiquated humbugs, if they have time and money to do so, search out and translate Nepos, Virgil, or even grow enthusiastic over Cicero's orations, but the age demands practical education, and the young man that has brains and ability, and the right kind of energy, is the man that will succeed.

Good business men are apt to ask in relation to almost anything, Does it pay? If we put this question as to the relative benefits of a Business or Classical education, we are led to the conclusion, when we compare them, that a Business education is better than a Classical education, for the reason which we have minutely observed, it pays infinitely better. It is what the people need and must have, in order to do their business properly, and the unanimity with which they sustain and patronize the three hundred Business Colleges is sufficient evidence as to their relative merits in comparison with Classical Colleges.

THE ADVENTURES OF THE WHEELMAN.

There had just been introduced. She was a pretty country girl and he a wheelman who was very vain of his personal appearance when elad in cycling costume.

He—[Assuredly you there is scarcely a man who does not find the wheel suit most becoming.

She—[Doubtfully]—Indeed! He—As for myself, everybody insists that I look 100 per cent. better in bicycle costume than in an ordinary business suit.

She—[Innocently]—Dear me! How awfully you must look in an ordinary business suit!

This is also from the country, and he, too, a wheelman. He had called at a farmhouse for a glass of water, but the pretty farmer's daughter had offered him a glass of herself, and he had said, "Won't you have another glass?" she asked, as he drained the tumbler, with

a sigh, and appeared to be taking in emptiness with both eyes.

"You are very good," he replied, "but I am afraid I shall rob you."

"Oh no," with emphasis. "We have so much more than the family can use that we're feeding it to the calves all the time."

An episode of the North Shore:

Bicycles to rural individuals: "How far is it to Blankville?"

"Wall, for a hoss 'n kerridge it's a good three mile, but for one of them blame things I guess it ain't much more'n than a couple o' hundred rods. Fust road to th' left, nister, then keep straight ahead t'ye get there."

The quick-wittedness of the Irishman was capitally illustrated the other day on the road between Lynn and Salem, where a gang of laborers were constructing a sidewalk.

"How soon will that be ready to ride on?" asked a passing wheelman from Boston, pleasantly.

"Before you're ready to pay the Lynn authorities for the privilege, begorra!"

—Boston Record.

FRIENDS AND COMPANIONS.

"We should ever have it fixed in our memories," said Blair, "that by the character of those whom we choose for our friends, our own is likely to be formed, and will certainly be judged of by the world."

The good Sir Matthew Hale said: "There is certainly naught or charm in company, for it will assimilate and make you like to them by much conversation with them. If they be good company, it is a great means to make you good or confirm you in goodness; but if they are bad, it is twenty to one but they will infect and corrupt you. The myriads who have devoted their lives to drinking and gaming habits, have ascribed their wreck and downfall not so much to the love of drink and mere play, as to the love of company and the attractive temptation presented by bad companions."

"Keep good company, and you will be one of the number," said good George Herbert.

There ought to be a restraining influence in the avoiding of evil and idle companionships by the thought that although temptation may have been yielded to in company, the consequences must be borne alone. Evil companions are strong to seduce, but heartless to sustain their victims. They will exhaust your means, teach you to despise the God of your fathers, lead you into every sin, go with you while you afford them any pleasure or profit, and then when the inevitable disaster of wickedness begins to overwhelm you, they will abandon you. —Success in Life.

FORTUNE-TELLING IN DRAWING ROOMS.

Forty years ago, in 1846, at the ultra-refined literary receptions of Lady Blessington, a young French girl, introduced by a friend of the hostess, laid the foundation of her future reputation in fortune-telling. It was Mlle. Le Normand, the modern pythonesse. Lady Blessington, who had been informed by her Parisian correspondents of the miraculous gifts she possessed, determined to try her before she could have become acquainted with any of the persons present, or even ascertain their names. Three men were successively brought to her. To the first, after examining his hand, she said: "Your life will be a happy and successful one, but on one occasion you and one of your children will miraculously escape destruction." To the second: "It seems almost in-

credible, but I would say to you, in the words of Shakespeare, 'Thou wilt be king hereafter.' Yes, sir, you will reign." After gazing into the palm of the third the young girl shivered, grew pale, and dropped his hand. Quickly rallying, she informed him that she saw nothing worth repeating, and left his side. But the same night, before leaving, she implored Lady Blessington to distrust her guest, saying: "He will commit murder and be sentenced to death."

These three men were Charles Dick, a young man, coming from America, was in the horrible rags and rags of Staphelrecht, and escaped unhurt; the manuscript of "Our Mutual Friend," his offspring, enclosed in a small handbag, was found upon the track amid the debris and returned to the author. The second man was Prince Louis Napoleon. No commentary is needed. The third was Charles Winchington, then a most promising painter, who afterwards murdered his wife, with the most revolting cruelty. He was condemned to death, but the Queen commuted his sentence to transportation for life.

Desbarrolles, the great French wizard, has chosen this opportune moment to leave the world, sooner he might have passed away without our the slightest notice. He was not rich, having lost all his fortune in the failure of a bank, and because, as he said, "he had not dared to ask permission to examine the hand of the manager." He used to receive his clients in a room of dazzling brightness, with curtained windows, the light coming in from the sky, the gardens, and above the roofs. Desbarrolles laughingly explained: "My attic is the ante-room of the constellations."

In 1865 a very young Creole, Mlle. Audeard de Bragard, came to consult him. "Whom shall I marry?" "A man whose position will be universally envied." "A man who will be a better still?" "A man who will be a better still." Four years later the young girl became Mme. Ferdinand de Lesseps—London Letter to the New York Sun.

A writer's chance of being widely read depends greatly on his style, and it seems to us a piece of literary affectation for any author to write in florid or obscure language. No man who writes for posterity, as the London Times says, can afford to neglect the art of composition. Dr. Johnson's verbosity was a standing joke among many of his contemporaries. Of him Macaulay said that he wrote in a style in which no one ever loved love, nor quarrelled, nor drove bargains, or ever thought. When he wrote to his friends he wrote good English, but when he wrote for publication he "did his sentences into Johnstones." "He has had his reward," says a writer. "His name is now on the lips of young bookshelves; his talk is being read by Boswell, will be talked by thousands of delighted students." Carlyle's extraordinary style undoubtedly militates against his being more extensively read. —All the Year Round.

SENSIBLE PARAGRAPHS.

Whenever you are in doubt about decision of two things to do, let your decision be for that which is right. Do not waver, do not parley, do go squarely up to the mark and do the right thing.

Who who has left the world the record of a noble life, though he has left no outward memorial, has left an enduring source of greatness.

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—New York Evangelist.

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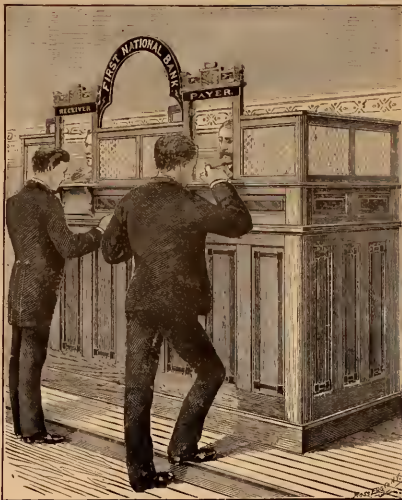
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Vol. 1—No. 7.

THE CONVENTION

Fairly Successful, but Devoid of Enthusiasm.

A SMALL ATTENDANCE.

General Convention Notes, &c.

On Wednesday, July 7th, the Business Educators' Association of America convened at Packard's College, No. 805 Broadway, New York, and was called to order by the President, Hon. A. J. Rider. The Secretary was called upon to read the minutes of the last meeting, which he did in a graceful manner. The President then delivered his address which was read from manuscript, and as a whole was quite an able paper. The convention then took a recess to meet at Chickering Hall in the evening. Here a small audience greeted the speakers, among whom were Mayor Rooney, ex-Gov. Chamberlain, S. S. Packard, Hon. A. J. Rider, Rev. Dr. Buckley, and Prof. J. L. Hirst. Music was furnished by a quartet club, which was received by far more favor by the audience than the rest of the programme. Ex-Gov. Chamberlain delivered an excellent address, claiming that a business education was much better for our young men and women than a classical training. He has a pleasant style of delivery, and his address throughout was listened to with close attention. The last speaker, Rev. Dr. Buckley, said, among other things, that a relative of his (a lady) lost sixty-three thousand dollars by not having a business education.

Following his address, the Glee Club rendered a good-night song in a highly satisfactory manner.

THURSDAY, SECOND DAY.

The convention was called to order in Packard's College, at a little past ten o'clock by the President, and Dr. Bryant read a paper on book-keeping which was made up from observations the Doctor had made on the science of accounts.

We were unable to learn anything new from the presentation of the subject, and suppose that if there were any new points, they were carefully concealed, lest some member of the convention might find them out. Prof. G. W. Brown, of Jacksonville, Ill., followed with an address that

seemed far more eloquent than earnest, in which he deplored the process of mystifying the records of accounts, and he made a special effort to arouse and hold the attention of R. C. Spencer, of Milwaukee, instead of addressing the convention in a body. However, everybody took it good naturedly and allowed Mr. Brown to say whatever he pleased without molestation. He was followed by Enos Spencer, of Louisville, Ky., and Richard Nelson, of Cincinnati.

Next, the subject of penmanship was presented by C. T. Smith, of Jacksonville, who is credited with the ability to instruct young people in this branch very successfully. His method, however, is not new, as there are hundreds of teachers who teach with just as good results as Mr. Smith, and in fact we failed to find out whether he taught by illustration on the blackboard altogether or from written copies.

The balance of the day was employed in listening to an address by S. S. Packard which, by the way, was a very able effort, and at four o'clock the convention in a body went to Manhattan Beach to attend a dinner tendered them as guests of the Twilight Club, N. Y. About six o'clock there were more than five hundred people who sat down to dinner, and a very delightful time was had by all. The dinner was served in excellent style, the bill of fare elaborate, and the after-dinner speeches pertaining to the "Problem of the Hour," were very good.

FRIDAY, THE THIRD DAY.

The convention accepted the invitation extended to it by the Packard Alumni Association to a sail upon the Hudson, and a most enjoyable time was had. One of the features of the occasion was a match game of base ball between the Packards and Trenton College clubs, in which the Packards were badly worsted.

SATURDAY, THE FOURTH DAY.

The Penmen's Section met at the Spencerian Business College at nine o'clock in the morning, and in the absence of D. T. Ames, Prof. H. A. Spencer was chosen chairman.

H. C. Clark being called upon to present some of his ideas of teaching, responded in an address of ten minutes, in which he claimed that a student

would acquire a better command of the muscular movement by first practicing with the whole arm. He advocated simple forms of letters for business, and was of the opinion that good writing was one of the most essential things in education.

H. C. Spencer and Prof. Vincent followed, each presenting in a brief way his methods of teaching. At 9:45 the Penman's Section adjourned to unite with the regular convention in Packard's rooms at 10 o'clock.

Upon the convention being called to order the subject of book-keeping was taken up and discussed at some length. After which the subject of arithmetical was presented in a very satisfactory manner by T. B. Stowell, of Providence. His method was practical and to the point. Few, if any, of the members of the convention could surpass his clear and concise style of presenting the subject to a class.

At the afternoon session a very interesting and meritorious paper was read by S. S. Packard, after which the convention adjourned to attend a dinner given them by the Spencer Bros., at Manhattan Beach, and it was one of the most delightful features of the convention. Seated at either end of the table were the two famous Spencers, Henry C. and Harvey A., who look so much alike that one can scarcely tell "which is which," and they kept the guests in a happy state of mind during the two hours occupied in serving the dinner. A very laughable affair was the joke that Lyman P. Spencer, America's greatest pen artist, perpetrated on Win. Allen Miller, the celebrated accountant of New York. Mr. Miller was engaged in tossing up crowns that he gathered from the table, and catching them in his mouth, (a trick that they say very few can do successfully) when Lyman spoke out and said, "Miller, with so large a mouth as you have, I hardly see how a man could fail to catch those crowns." The joke was greatly enjoyed by the guests. After the dinner quite a large delegation attended the concert given by Gilmore's Band, after which they took a boat for New York.

MONDAY, THE FIFTH DAY.

The Penmen's Section met at the Spencerian College and the following gentlemen explained their methods of

teaching: Roeth, of San Francisco; Collins, of Knoxville, Tenn.; Rathburn, of Omaha; Hinman, H. A. Spencer, Huntsinger, and Bardet, of Boston.

Upon the call of the regular convention, Thos. E. Hill, of Chicago, read a paper entitled, "Ethic in Business," which was commented upon by R. C. Spencer, of Milwaukee. Prof. Packard then read a paper written by Mrs. H. C. Spencer, of Washington, D. C., entitled, "Women in Business," which was by far the best paper presented to the convention. In some future issue we shall be glad to publish this admirable paper, so that our readers may judge for themselves as to its merits.

Business practice was then taken up by Prof. Richard Nelson, of Cincinnati, in which he advocated the plan of introducing actual business to the student before presenting to him anything in the theory of accounts. After Mr. Nelson's talk, Prof. Frank Lincoln, the celebrated humorist, was introduced and succeeded in convulsing the convention with his happy style of telling anecdotes. At the close of his entertainment the convention adjourned for lunch, and upon reassembling, Prof. Felix Adler delivered an address advocating a higher plan of education amongst business men, laying great stress upon the morals of business, ignoring the idea that the sole purpose of the business man was to simply make money, as it was the love he had for his calling that should put him to better efforts, and not mere money-getting. If he was a success, money was a secondary consideration, and that would be added to him. The speaker enlisted close attention from his audience and his address was replete with good thoughts, well spoken, throughout. In the evening an experience meeting was held, as it was called, and quite a large number responded to the call of the president, in relating what each one had accomplished while a member of the profession.

TUESDAY, THE SIXTH DAY.

The Penmen's Section was called to order by the chairman at 9:15, and Mr. Shattuck, of New York, spoke upon the bad taste of putting too many styles of capitals before the student, and his talk brought Henry C.

Spencer to his feet, and he proceeded to illustrate on the blackboard a variety of capital letters that were used and approved by business men, as they were simple and practical, which justified their perpetuation. At the close of the Penman's Section, Hinman, of Worcester, wasted a good deal of time in getting what he thought was the proper thing before the convention, and even said among other unreasonable things that "Dr. Talmage would dance in his pulpit to hold the attention of his audience."

Comparatively few of the members remained in their seats to hear his talk through to the end. Political economy was next taken up and ably discussed by Prof. McAdams, of California, and L. F. Gardner, of Poughkeepsie. During the afternoon a large number of the delegates visited the tomb of Gen. Grant.

WEDNESDAY, THE SEVENTH DAY.

Was given up to discussions of different topics, and election of officers, which resulted as follows: W. H. Sadler, Baltimore, President; R. E. Gallagher, Hamilton, Ont., Vice President; L. F. Gardner, of Poughkeepsie, Vice President; Mrs. S. S. Packard, New York, Vice President; A. S. Osborne, Rochester, Secretary and Treasurer; J. C. Spencer, G. W. Brown, and R. L. Williams, Executive Committee.

The next meeting will be at Milwaukee.

The following are the names of those who attended the convention:

J. E. GUSTUS, Lindsburg, Kas.
A. H. HINMAN, Worcester, Mass.
C. L. FRIE, Easton, Pa.
S. S. PACKARD, New York.
L. L. WILLIAMS, Rochester.
A. S. OSBORN, Rochester.
L. A. GRAY, Portland, Me.
H. C. SPENCER, Washington.
J. M. FRASER, Wheeling, W. Va.
F. E. WOOD, Scranton, Pa.
W. H. SADLER, Baltimore.
D. T. AMES, New York.
H. C. CLARK, Erie.
J. C. BRYANT, Buffalo.
R. C. SPENCER, Milwaukee.
C. W. ROBINS, Sedalia, Mo.
G. A. WILKINS, Rockford, Ill.
H. A. SPENCER, New York.
C. E. CADY, New York.
W. H. COVERT, Fairfield, N. Y.
RICHARD NELSON, Cincinnati.
C. T. LILLER, Newark.
E. OSBORN, Louisville, Ky.
E. L. BURNETT, Providence.
W. A. WARRINER, Woodstock, Ont.
R. S. COLLINS, Knoxville, Tenn.
C. CLAGBORN, Brooklyn.
MRS. S. S. PACKARD, New York.
MRS. L. L. WILLIAMS, Rochester.
H. E. SMITH, St. Louis, Mo.
A. J. RIBKE, Trenton.
G. B. STOWELL, Providence.
T. R. RATHBUN, Omaha, Neb.
L. F. GARDNER, Poughkeepsie.
F. SCHNEIDER, Wilkesbarre.
F. H. BURDETT, Boston.
P. C. SHATTUCK, Hoston.
R. E. GALLAGHER, Hamilton.
W. R. and E. W. SMITH, Lexington.
M. E. HUNT-SINGER, New York.
I. DODT E. KIMBALL, Lowell, Mass.
L. MADARAS, New York.
W. P. GREGORY, Allentown.
W. M. BARTOLOMEW, New York.
G. B. JONES, Bergen, N. Y.
W. A. BARTON, Kent's Hill, N. Y.
E. J. HUB, Indianapolis, Ind.

J. D. OBDELL, New York.
A. W. RYNDLE, New York.
W. F. MCCORD, Jacksonville, Ill.
P. R. SPENCER, Cleveland, O.
BYRON HORTON, New York.
C. C. CURTIS, Minneapolis.
G. W. BROWN, Jacksonville, Ill.
J. H. LINDSAY, Elizabeth, N. J.
C. C. GAINES, Poughkeepsie, N. Y.
E. C. A. BECKER, Worcester, Mass.
C. T. SMITH, Jacksonville, Ill.
J. M. VINCENT, New York.
W. M. ALLEN MILLER, New York.
W. E. DRAKE, Jersey City.
THOS. E. HILL, Chicago, Ill.

The weather, at the time the convention convened in New York, was exceedingly hot.

A few of the older members of the convention try to do all the talking, but never say much.

The New York *Graphic* recently adorned one of its pages with fifteen portraits of prominent members of the late convention, and an imaginary illustration of the meeting in Chickerling Hall.

BUSINESS Education was not materially elevated or advanced through the influence exerted by the late convention. Many of the most important branches received little or no attention.

WILLIAMS, of Rochester, stated at the convention that "book-keeping is of the least importance in a business college course." What does he consider a business education to be? and does not his students spend more time in getting a knowledge of this branch than any other.

We had always supposed that a thorough going business college considered book-keeping one of the branches most essential in a commercial course, but there is one man, perhaps none, who think differently. If he will just publish that fact and circulate it extensively, he will not be harnessed to a business college proprietorship very long. Young men seeking a thorough business education want a complete course in book-keeping, and they have a right to ask if the college making this the principal branch in its curriculum, is not the best one to attend. We believe it is.

MR. PACKARD probably did his best to make a success of the late convention, but he did not have the hearty co-operation of the business college men. It is safe to say that a majority of the most earnest and successful workers remained at home, and we do not think that they lost very much by so doing. The lack of interest that was ever manifest, indicates that beyond a social point of view, the convention was not a success.

The subject of penmanship received some attention at the last convention; more, we are informed, than has been the usual custom to grant it. However, the business educators

seem to handle the subject very cautiously, lest they be branded as penmen. Quite a large number of them could improve upon their style of writing to very good advantage. Would it not be well for those who are deficient to attend a good penmanship school for a term or so?

CLARK'S BUSINESS Colleges, Erie, and Buffalo, have issued a beautiful eight page circular, announcing the Fall Opening, which takes place August 24. Graduating exercises will be held in the Park Opera House, Erie, Pa., on the afternoon of August 24, and a very fine programme of speeches and music has been arranged. Rev. T. DeWitt Talmage, of Brooklyn, N. Y., will address the graduating class and deliver a lecture in the evening, entitled, "Bright and Happy Homes." The circular will be mailed to any address gratuitously.

S. A. Drake begins, with this number, a series of lessons on practical penmanship, and now is the time to subscribe in order to receive the full course of lessons.

We believe that THE AMERICAN PENMAN will present to its readers an unusually good course in practical writing, one such as everybody will appreciate, and those who follow the instructions will receive many valuable points that cannot be otherwise than of great interest to them.

LESSON IN PENMANSHIP.

BY S. A. DRAKE.

No. 1.

Those who would profit by instruction in writing must have a just appreciation of the value of skill in the art, and they must also realize the truth of the fact, that all who give a reasonable degree of attention and perseverance to the study of practical writing, cannot be disappointed of their aim. The opinion held by many, that the ability to write well is a "natural gift" is true only of the higher departments of the art, or what may be styled *ornamental penmanship*, and is not true in regard to plain rapid writing, which can be as easily acquired as any other simple mechanical skill.

One who has decided to enter upon the study of writing should adopt some one course of instruction, and follow it implicitly, until he has gained sufficient knowledge of the subject to employ judiciously and understandingly the useful suggestions of various methods. While any one of the different methods might produce the desired results, a confusion of these would not be likely to lead to any degree of success, as any one of differing courses of method treatment may be the means of restoring and preserving health, a conjunction of courses of treatment would no doubt result disastrously. An instructor in any branch of education is supposed to have made the branch a subject of study and investigation with a view to the discovery of the most direct and efficient means of guiding others to a knowledge of the same, and that pupil who follows carefully the guidance of the teacher is most likely to do well.

The lessons which have appeared from time to time in the PENMAN have dealt with the subject of writing in a manner more likely to interest advanced learners

than any other class, in that the lessons present outlines of methods of teaching, and suggestions, rather than detailed instruction suitable for those who have not had the opportunity of studying penmanship, but who desire to improve their handwriting. The following lesson and those to appear in subsequent numbers of the PENMAN, will be designed to present a complete course, introducing the principles, and letters, with a careful analysis of each, and words and exercises adapted to the development of a plain rapid, handwriting.

In the first place, it is quite essential that the learner be provided with good writing materials, smooth, heavy top-cap paper, free-flowing ink, and the pointed elastic pens. The table or desk used, should be large enough to allow the paper, and arms forward of the elbows to rest full upon it.

POSITION.

The writer should place his chair so that its front edge will be even with the edge of the table; and sitting erect, being careful to keep the back straight, with his arms resting on the table, he has the best possible position for writing. The pen should be held by the thumb, and first two fingers. The thumb bending outward slightly, should press lightly against the side of the holder opposite the first joint of the fore finger the end of which rests on top of the holder about an inch and a half from the point of the pen which crosses the second finger at the roots of the fingernail. The third and fourth fingers should be bent under slightly—not clasped tightly—so that they may serve as a rest for the hand, while the ends of the finger nails enable the hand to slide easily over the paper.

MOVEMENT.

The movement to be employed in writing is a matter of much importance to the student, and he should endeavor to gain a perfect understanding of the different writing movements, and to bring into use that which is best adapted to the style of penmanship he is aiming to execute. The *finger movement*, which consists in contracting and extending the fingers holding the pen, when forming the letters, is most common and seems to be the most natural movement, which is due, perhaps, to the fact that all persons first learn to use the pencil, which requires a firmer grasp and greater pressure than is necessary in the use of the pen, and having acquired facility with the fingers, and having no knowledge of a better movement, it is consequently employed in all writing. Many serious objections may be raised against the use of penmanship, but it should be entirely discarded by those who would acquire an easy, graceful style. That best adapted to practical writing is the *forearm movement*, in which the hand, impelled by a rolling motion of the muscular part of the forearm, slides on the ends of the third and fourth fingers, its only support. This movement is admirably suited to the execution of plain, rapid writing, and is used exclusively by many of the best professional penmen, which proves its excellence in other departments of the art. The student should give much attention at first to the cultivation of this movement, as it makes the practice much easier in consequence of the arm's resting in an easy position on the table, and no grasp or action of the fingers being required.

The combined movement is a union of the finger and the forearm movements. The whole movement consists in carrying the arm clear from the table, the third and fourth fingers sliding and furnishing a support for the hand. This

The American Penman,

Published Monthly at 60c Per Year,

By Clark & Johnson, Proprietors, Erie, Pa., and Buffalo, N. Y.

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SPECIAL INDUCEMENT.

It is the intention to make THE AMERICAN PENMAN one of the best of its class, and we desire thousands of subscribers from all parts of the country, and all persons subscribing before January 1st, 1884, will receive a copy one year for 50 cents. When a club of 10 is sent, it will be furnished for 45 cents each, and a club from 10 to 50 or more, will receive it at 40 cents each.

PREMIUMS.

To all our subscribers remitting one Dollar we will and further notice, send a copy of Volume First of Clark's Progressive Book-keeping and the American PENMAN for one year, or we will present a copy of both volumes of book-keeping to any one sending a club of ten subscribers and \$4.00. None is the time to subscribe.

To all persons interesting themselves in behalf of THE AMERICAN PENMAN and sending clubs of two or more, a discount of ten per cent. will be given the one sending the club on all subscriptions forwarded to THE AMERICAN PENMAN. We prefer to give cash premiums to those securing clubs, and this will be invariably followed.

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CLARK & JOHNSON,
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ERIE, PA. AND BUFFALO, N. Y., JULY, 1883.

BRIEF MENTION.

R. C. Spencer, of Milwaukee, called here on his way home from the convention.

Prof. G. Bixler, of Wooster, Ohio, encloses his subscription in a well written letter. He also favors us with a copy of his book, "Physical Training in Penmanship," and a few cards and business writing specimens, all of which are very creditable.

F. C. Smith, Fenton, Mich., writes a beautiful letter, and is evidently interested in the success of THE AMERICAN PENMAN.

W. D. Showalter, penman at Bayliss Business College, Dubuque, Ia., says, "We take, read and like THE AMERICAN PENMAN. All of us unite in wishing you unbounded success in your laudable educational and journalistic efforts."

PAUL H. HAYNE, the poet, who died recently, was a nephew of the noted South Carolinian, with whom Webster had his famous debate.

SIXTY-FIVE of the seventy-six members of the United States Senate are lawyers. Of the Senate of Pennsylvania twenty-five of the fifty members are lawyers.

The population of Chicago is estimated at 750,000.

The 500th birthday of the Republic of Switzerland was celebrated on Monday, July 5th.

We are under obligations to Prof. S. S. Packard, New York, for a copy of a pamphlet styled "A Souvenir," containing a full report of the twenty-fifth anniversary of his popular Business College. The contents divulges the fact that Mr. Packard himself made a speech—which is published—and it seems that he is fully equal to the requirements of an orator. The book is beautifully printed in two colors, and contains the invocation, by Bishop Harris, addresses by Dr. J. H. Vincent, Mr. Wise, Rev. C. H. Eaton, and concludes with an illustrated story on Practical evolution. Mr. Packard is an exemplary man, worthy of the success he has attained, and an honor to the business educators' fraternity.

LIFE scholarships are now issued by but three or four schools within our knowledge, and it is a matter of infinite surprise that any intelligent school man will do so unbusiness like a thing. It is a ridiculous confession to make that three years' tuition is worth no more than a three months' course, but that is the irresistible logic of their tuition fee. —*Rocheater Commercial Review.*

We are not surprised at the above statement, but we are confessedly ignorant of any college issuing a life scholarship that claims a three years' course as necessary to complete the terms of such a scholarship. It is generally understood that a young man or lady who is competent to enter upon the business course, should, if diligent, graduate in from three to six months, and according to the *Commercial Review*, it is advisable for business colleges to manage to lengthen out the course or procrastinate the same, to about three years, which would cost the average student for the three months' term of \$30 at least \$360—a net gain to the college keeping a student in attendance for that length of time of \$300 to \$330.

It is unfortunate for some schools that they do not issue life scholarships, and in certain instances, it may be unwise for business colleges to follow up the life scholarship plan. But as every college has the right to manage its own affairs, as it deems best, we cannot see why the life scholarship, if it gives satisfaction to the school issuing it, and to the purchaser as well, is not the wisest means of adjusting tuition rates. Of course we do not wish to be understood as saying that a college must not discriminate between two classes who patronize the business colleges, viz: those who are advanced sufficiently in the English branches to take up the commercial course, and those who are not.

Read the advertisement of the Grand Opening of Clark's Business Colleges on the sixth page. The best of advantages offered.

PRACTICAL EDUCATION A NATIONAL BLESSING.

BY PROF. H. RUSSELL, JOLIET, ILL.

Many of our young ladies and gentlemen who are graduating at the various colleges and seminaries at the present time expect to accomplish with the brain that which took the united efforts of both hand and brain of their fathers. This is certainly one of the greatest delusions and absurdities of modern education, for no education can approach perfection unless both hand and brain are trained to work in union. A good, sound, sensible mind has never been found out of a sound body; hence the education of one without the proper education of the other is an utter impossibility. A man may be profoundly learned and understand the whole gamut of the dead languages and not be able to make out a bill of sale or harness a horse if his life depended on it. That such education which leaves out every item of the practical every-day affairs of life is a blunder and a curse it needs no labored argument or demonstrative demonstration to prove. Every walk and sphere in life has the victims of such a nonsensical system. Happily for all those who wish to secure an education which is both practical and useful there are many well equipped institutions of learning which are ready to give the education which is so much wanted, and which they will need every day and hour of their lives. That our business colleges are giving the people a very good equivalent for their money is an acknowledged fact. These long derided, abused and vilified institutions are a power in the land. Their constituents, who to-day number hundreds of thousands, have abundantly demonstrated that they are furnishing one of the most important educational needs for the people, which is a practical, useful education. Furthermore, they do not undertake to give to any one an education that can never be lost, the education of every day life in this work-a-day world of ours, where knowledge is a power indeed. And thanks to the keen perception, the profound common sense of the American people, such an education has received such abundant and marvelous support that to-day it is a great national blessing. For he remembered that although we are six billion dollars richer than the richest nation on earth, that in the riches of intelligence and practical education, which is infinitely the greatest measure by which to test the national progress and greatness of a nation we are head and shoulders above any nation on earth. America has many names to inscribe on her educational roll of honor which have long been the pride and admiration of the world, and to none will the people look with greater pride, reverence or joy than to those veteran pupils and graduates of the business colleges and discounters, pushed forward, overcoming what seemed insurmountable obstacles. All honor to those veterans whose heroic fortitude, unswerving energy, and indomitable courage accomplished such wonders for educational purposes. The world's history will be vainly searched for a comparison.

While practical education has undoubtedly been of incalculable benefit to the people, it has been of infinite benefit to our government, which is enabled to do its business much better than it was done in former years, far better than any other nation on earth to-day, which is a great national blessing. No nation on earth has grown richer and prospered like our own, which fact is owing in a great measure to the sturdy honesty and practical methods adopted in doing its business and in dealing with nations and individuals. For this she owes a

debt of gratitude to our business colleges which have never yet been properly appreciated. But we hope and trust that before many years shall pass that legislation will give honor where honor is due, by giving practical education the recognition of which its usefulness proves it deserving.

LABOR, NOT LUCK.

In this age of enlightenment it is becoming absolutely necessary for a young man or woman to have a good education if he or she wishes to make a successful fight in this world of business activity. With the telegraph, telephone, railroad, etc., to assist in doing business quickly, there is no time to spare in getting by experience what can be gained in a short time at school. Many are seeing this and fitting themselves for the many places that must be filled by some one.

Business men are not slow in seeing this, and when they want a young man or woman for their office or store, they look for one that has been trained for such duties, as such a one will more readily grasp the work and take less time in learning the duties assigned.

To all and especially those whose time is limited, the business colleges of our land are a great boon. Here, at a small outlay of time and money, one can obtain a knowledge of business and business principles that will be of inestimable benefit in after life, in whatever business he may follow. No one who can be a young man or woman make an investment of a little time and money that will produce such large returns, as by pursuing the thorough and practical course of training offered by our business colleges. If you would acquire position and competency you must be willing to qualify yourself for it, and this will lead to such a result. No person, in any calling in life, ever succeeded, who was unwilling to make an effort. Success is the result of labor, not of luck. C. F. M.

CRITICISM.

We doubt not that the majority of people are adverse to criticism. Yet through good, honest criticism are we enabled to advance. It is true that there is a certain kind of criticism—that from great pretenders—which, to say the least, is unpleasant.

It is not of criticism in general that we are to speak, but more particularly of criticism as applied to penmanship. However, in the application of criticism to penmanship, we readily see that it differs very little from criticism in general. Criticism is never of value unless it is intelligent. This important fact is overlooked by too many would-be critics.

Hence, if criticism is to be of value to the student of penmanship, he must thoroughly understand that which he would criticize. It is evident, therefore, that the first and greatest knowledge of the art. And this knowledge might be separated into two distinct divisions: first, a knowledge of what constitutes good penmanship; second, a knowledge of the general theories of penmanship, especially those which relate to its aesthetic value.

Knowing, then, what constitutes good penmanship, and how best it can be acquired, he should severely criticize the work of his pen in both these important relations. To criticize, we mean to see and note wherein it differs from the preconceived idea of good writing.

And, to see, to see, to see, and to note faults in the manner of executing it. This habit of constant criticism is necessary to reach a high degree of skill with the pen. For if the student does not see his faults, either of style or execution, he cannot correct them.

To students of the "neglected art"

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To begin with, the Colleges are beautifully and centrally located in two important commercial cities, and the boarding facilities for those attending from a distance are exceedingly fine and cheap.

The College Rooms are elegantly furnished, and every advantage that could possibly be offered by any school is to be found in ours.

Students come from all parts of the United States and Canada to attend our Colleges, as they always find here just what they expect, viz: a First-class Business College.

Students can pursue the regular Commercial, English, Penmanship or Short-Hand Course at very small expense, and we have been able during the past year to place a large number of graduates in lucrative and responsible positions. We always assist those who merit good situations, with pleasure, and those attending either of our Colleges can depend upon the very best of attention and instruction at all times. The

Third Grand Opening and Graduating Exercises

takes place in Park Opera House, Erie, Pa., August 24, at which time the Celebrated Orator,

REV. DR. T. DE WITT TALMAGE,

of New York, will address the class, and deliver a lecture in the evening, entitled "Bright and Happy Homes."

An excellent and attractive programme of speeches and music has been arranged, which will delight every one who is present.

Dr Talmage will speak in

Buffalo, Under the Auspices of the College, August 26th, 1886.

Subject: "The Sunny Side of Things."

Students coming from a distance, will find desirable boarding places in either Erie or Buffalo at \$3.50 per week.

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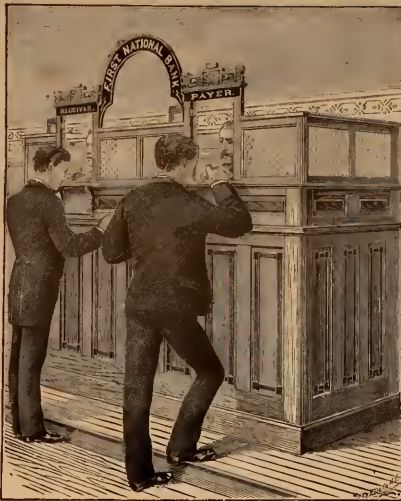
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are helped to the best positions obtainable, as graduates from these Colleges have no difficulty in securing honorable and lucrative employment.

The Faculty are gentlemen of well-known ability and experience, and the proprietors will be pleased to furnish information to those interested, upon application, either in person or by letter.

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THE AMERICAN PENMAN

DEVOTED TO PRACTICAL AND ORNAMENTAL PENMANSHIP

Conducted by
H. C. Clark

Business Educator.

ENTERED AT THE POST-OFFICE AT ERIE, PA., AS SECOND-CLASS MATTER.

H. C. CLARK, Editor.
S. A. DRAKE, Associate Editor.
CLARK & JOHNSON, Proprietors.

ERIE, PA., and BUFFALO, N. Y., SEPTEMBER, 1886. Vol. 1—No. 9.

THIRD ANNUAL COMMENCEMENT

—AND—

Graduating Exercises of Clark's Business College.

Report of the Exercises Held in
Park Opera House, Tuesday
Afternoon, August 24,
1886.

THE PROGRAMME.

Address to the Graduates by the
Famous Orator, Rev. T. De
Witt Talmage, of Brook-
lyn, N. Y.

The Excursion Aug. 25th.

beautiful plants and flowers, that
added greatly to the attractions of the
place.

The following programme was fully
carried out, and a better pleased audi-
ence could not be found:

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INVOCATION, *Rev. W. H. Pearce*
CONCERT OVERTURE, *Hindorf*
SALUTATORY, *Miss P. P. Starr*
CONCERT SOLO—See Flower Polka.
J. F. Knoll
RESOURCES AND LIABILITIES,
G. W. Schlindwein
MARIANA WALTZ, *Waldteufel*
ADDRESS, *Hon. J. F. Downing*
JUPITER OVERTURE, *Hoffman*
ADDRESS, *W. R. Davenport, Esq.*
WEDDING MARCH (from Lohengrin),
Wagner
VALEDICTORY, *C. P. Mallory*
HOME CIRCLE OVERTURE, *Schlegel*
ADDRESS AND PRESENTATION OF
DIPLOMAS
Hon. F. A. Mizener, Mayor of the City of Erie.
NEAR THERE—WALTZ, *Waldteufel*
WORDS OF CHERUB,
Rev. T. De Witt Talmage
PEARLS OF DEW, *Debusier*
BENEDICTION, *Rev. J. C. Wilson*

GRADUATES—Class of 1886.

Baker, James M., Jacksonburg, O.
Berkecamp, J. H., East Millersreek, Pa.
Bell, Clayton A., Harborscreek, Pa.
Bouscay, Myrtle, Erie, Pa.
Coover, F. W., Waterford, Pa.
Carlson, A. C., Erie, Pa.
Carpenter, A. L., Mercer, Pa.
Cass, S. R., Buffalo, N. Y.
Chapman, Ralph, Erie, Pa.
Conrad, W. W., Erie, Pa.
Daly, J. W., Ashtabula Harbor, O.
Davie, George G., Fairview, Pa.
Foote, Frank W., Buffalo, N. Y.
Frey, C. S., Springboro, Pa.
Gonriey, Frank L., Waterford, Pa.
Granger, Gid., Erie, Pa.
Holder, P. R., Waterford, Pa.
Holder, O., Waterford, Pa.
Heintz, F. T., Erie, Pa.
Highmeyer, F. R., Erie, Pa.
Hanson, T. S., Edinboro, Pa.
Jackson, D. M., Youngsville, Pa.
Knull, S. J., Clarence Centre, N. Y.
Linsinger, D., Harborscreek, Pa.
Lester, N. J., East Clarence, N. Y.
Leslie, B. O., Kosuth, Pa.
Munz, W., Erie, Pa.
Miller, Wm., Cincinnati, O.
Moorhead, Jas. M., Moorheadville, Pa.

Millspaw, W. D., Edinboro, Pa.
Mallory, C. P., Erie, Pa.
Munn, W. B., Erie, Pa.
Mills, G. E., West Millersreek.
McLallen, Frank, Wesleyville, Pa.
O'Lone, Wm. F., Erie, Pa.
Parke, J. J., Buffalo, N. Y.
Paterson, George, Erie, Pa.
Pond, Dora M., Conneant, O.
Power, C. M., Franklin, Pa.
Ritt, George L., Buffalo, N. Y.
Robinson, F. A., Mercer, Pa.
Robinson, George S., Lowville, Pa.
Reed, Wm. G., Erie, Pa.
Ryan, John C., Mill Grove, N. Y.
Sloan, F. H., Erie, Pa.
Shenk, William, Erie, Pa.
Smith, C. W., Franklin, Pa.
Stricker, H. H., Erie, Pa.
Sherwood, C. G., McLane, Pa.
Schlindwein, Willie, Erie, Pa.
Slaughter, Wm. R., Franklin, Pa.
Starr, Miss P. P., Fredonia, N. Y.
Schilling, M., Wesleyville, Pa.
Waxelbaum, Max, Erie, Pa.
Walker, C. F., Harborscreek, Pa.
Watkins, George, Buffalo, N. Y.
Weschler, M. A., Erie, Pa.
Warner, B. M., Girard, Pa.

The music was exceptionally good.
The salutatory by Miss P. P. Starr, of
Fredonia, N. Y., was excellent. Wil-
lie Schlindwein, the youngest grad-
uate sent out from the College, pre-
sented the subject of "Resources and
Liabilities" in a manner becoming a
much older and experienced person.
The audience were agreeably surprised
at hearing him.

The addresses by Hon. J. F. Down-
ing, W. R. Davenport, Esq., and the
presentation of the diplomas by the
Hon. Jas. R. Burns, on behalf of
Mayor Mizener, were of a high order
of excellence, and judging from the
applause, the audience considered
them most favorably.

The valedictory, by Mr. C. P. Mal-
lory, was delivered in a masterly
manner.

When the Rev. T. De Witt Talmage
arose to address the Graduating Class,
the whole building fairly shook with
applause. His address in full was as
follows:

*President Clark, Ladies and Gentlemen,
Officers and Students of this Business
College.*

If we leave to the evolutionists to
guess where we came from, and to the

theologians to prophesy where we are
going to, we still have left for considera-
tion the fact that we are here, and here
under more interesting circumstances.
I am glad to be here on Commencement
Day. It is a grand day. I never had
such a day as the day I graduated.
Such interests cluster around a moment
like this. I wish to utter words of cheer,
as I have been announced to utter them
on the programme of the occasion. Let
me say to all young folks, there was
never such a time to start out in life as
now. Of all the centuries, this is the
best century; of all the decades of the
century, this is the best decade; of all
the years of the decade, this is the best
year; and of all the months of the year,
this is the best month; and of all the
days of the month, this is the best day.
[Applause.] I took all the ages to
make this minute possible.

I congratulate this College, and I con-
gratulate these young men and these
young women. I have been looking at
them while I sat here. I can tell that
they mean honest work, and the world
will open before them and the victory
will be achieved. There never has been
such a time to start out as now, because
all the doors are opening. New America
is being discovered. Columbus discovered
only the shell of America; Agassiz
came and discovered fossiliferous Ameri-
ca; Silliman discovered geological
America; Longfellow discovered poetic
America, and there are half a dozen
Americas yet to be discovered. Some of
these will discover them. England for
manufacturers, Germany for scholarship,
France for manners, but the United
States for God. [Great applause.]

Each one of these young people will
get a call from God to do some one thing
that no one else in the universe can do.
Talk about ministers getting a call from
God to preach; all of them must; but
every person gets a call from God to do
some one thing. It is all written in the
physical, or mental, or spiritual constitu-
tion. Out of the fourteen hundred
millions of the race, there is not one
that can do your work. You do your
work, and it is done forever; you oust
it, and it is neglected forever; and the
person sent on the meanest mission has
a magnificent errand. God sends no
one on a fool's errand. Find out just
what you are to do; get your call direct
from the throne of God; to do some
one thing; then marshal all your facul-
ties and opportunities and gather them
into companies and regiments and bat-
talions; then ride along the line and
give the word of command, "Forward,

Never before in the history of
Clark's Business College was there
ever assembled, to witness the closing
exercises, such a large, refined and
appreciative audience, as Park Opera
House contained Tuesday afternoon,
August 24th.

Promptly at 3:30 o'clock, Knoll's
Orchestra played one of their finest
selections, when the curtain went up,
and the audience saw the graduating
class seated on the left, and the faculty
and prominent speakers on the right
of the stage. The decorations were
superb, being pronounced the finest
ever seen in Erie. A large arch made
of wire and trimmed with evergreen,
adorned the front of the stage, meet-
ing at a point in the center, from
which was suspended the class motto,
in the form of a wreath, the letters
worked in white flowers, which read
as follows: "Skill is Capital." At
either end of the stage and in front,
were to be seen an abundance of

march," and there is no power on earth or hell that can stand before you. [Applause.]

Remember, among other things, it is always safe to do right and never safe to do wrong. I know you have come to a crisis where, by a divergence of one inch from the right path, you may think you may make a success. You say, "I will make it all right with my employer; I will fix this all up; no one shall lose a farthing by what I am going to do, and I will step a little aside from the path of integrity." If such an awful moment comes in your heart, and there be such a satanic influence brought to bear upon you, remember it is the turning point in your life. You can never afford to do wrong under any circumstances. There is a law of Almighty God that means success to honesty and truth and faithfulness, and it means eternal smash-up to all that get out of that path. [Applause.] In the city of Boston there

whether or not they were Middlesex cloths. [Applause.]

Just start out with the idea of success. You are going to succeed. What does that mean, a large number of dollars? Not necessarily. I have seen a house with thirty rooms in it, and a vestibule of perdition; and a house with two rooms in it, and with a vestibule of Heaven. You cannot tell by the size of a man's house the size of his happiness. I say to these young men in all earnestness, and among other requisites for success in life, when the time comes, marry a good, honest woman, one who will stand by you in the contests of life. I have seen them over and over again. I have seen the success of people that I could not understand on the start. They did not seem to have any special elements of success, but there were reasons at home why they succeeded. There never has been a time since the creation of the world when there were as many

your wife will be poor, and your child will be poor." The young man looked at his pale wife, and the tears ran down his cheeks as he said: "No, sir, she has been the same to me all though." We want to throw away all sentimentality on this subject, all mere theory on this subject. My friends, establish homes; homes, that is what we want, the right kind of homes.

"Courage, brother, do not stumble. Though thy path be dark as night, There's a star to guide the humble, Trust in God and do the right. Some will love thee, some will hate thee, Some will flatter, some will slight, Cease from man and look above thee, Trust in God and do the right."

If you do not find openings just here, come East or go West. There is a place marked out for you just as certain as you are there, my brother; just as certain as you are there, my sister; a place

hogs. [Great laughter and applause.] If you feel strong, go to the North; if your throats are delicate, go to the South; if you feel crowded and want room, go West; if you are tempted to become office-seekers, go to jail. [Laughter.] Anything you want you can have in this country. I have 850,000 new reasons for saying this: 850,000 people came in one year from the other side of the water to live in America. If this had not been the best land to live in there would have been 850,000 Americans going to the other side of the water to live, and all this had to be under one government. The nations at the south gradually crumbling into our own, and then on the north, after a while, beautiful and hospitable Canada, to whom the United States will offer heart and hand in marriage; and when the United States government shall offer hand and heart in marriage to beautiful and hospitable Canada, Canada will blush and



The above specimen was photo-engraved from an original design executed by H. C. Clark.

was a young man selling goods behind the counter, and a man came in and asked for Middlesex cloths. He says, "We haven't any Middlesex cloths, but here are cloths just as good." "No," said the man before the counter, "I want Middlesex cloths." "Well," he says, "We haven't got them." And so he departed. The head man of the firm who had heard the interview, came down and said: "What did that man want?" "He wanted Middlesex cloths." "Why didn't you tell him those were Middlesex cloths?" "Because they were not." He says, "You can take your hat and get out of this establishment; you are too honest for this place." And he took his hat and got out, and went to the far West and achieved ten times the fortune his employer in Boston ever had. And the time will come, I don't know just when, but as certainly as you sit there, and I stand here, the time will come when in the presence of an assembled universe, it will be found out

good honest women as now. [Applause.] and the man is a fool that don't get one of them. [Applause.] I do hope none of you will ever have the experience of the man who said he had three wives, and one was very rich, and another very handsome, and the other had an uncontrollable temper; so, says he, "I have had the world, the flesh and the devil." Get rightly affianced in life. Don't hang your happiness on the color of a cheek or the brightness of an eye. When a man marries he marries for Heaven or hell. That is especially so when a woman marries. [Laughter.]

A city missionary in London said to a young man as he entered the man's house, and here was the young man and the wife and child on the floor, and all signs of destitution and poverty and wretchedness in the house. "Don't you think now you made a mistake in marrying so early? You ought first to have achieved a fortune and then married. Now you will be poor all your days, and

marked out for you for life by an almighty God, who knew your temperament and all your temptations, and knows all about you better than you know yourself. A sphere of duty and of success marked out, and you just have to put yourself in the line of the Divine leadings. If you are happy here you will be happy forever.

All parts of this land are openings now as never before. Do not stop at any one point and say, because things are filled up, professions here and merchandise there, and this here and that there; go farther, and look out this land. We are just opening the outside doors of the wealth of this country. Michigan wheat for the bread, Pennsylvania coal for the fire, fish from the Hudson and the Chattanooga, rice from the Carolinas for the queen of puddings, poets and philosophers from Boston to explain to us all that we ought to know; [Laughter.] oats for the horses, carrots for the cattle, and oleomargarine for the

look down, and thinking of her allegiance across the sea, will say: "Ask mother." [Great applause and laughter.] God will take possession of this country.

I have examined your foreheads. There is enough brain in you, and enough heart in you, to be hurled on into great success by the superior power. I tell you, my brothers, my sisters, that is most important. I cannot be under a delusion, for I have been in the world a long time and examined things, and seen failures and successes. I think there is a great deal in realizing there is a divine superintendence; it makes a man strong when he knows that he has Almightiness to guide him here, and omniscient wisdom to direct him. So, I believe all the other brothers have said, I don't know why you want any one to come from any other place to talk to you, when you have these eloquent and strong-minded men to address you on these subjects. I believe every word

they uttered, and if I might add to that grand pyramid that this brother brought up, anything at all, I would put on the top of it, "Faith in God." [Applause.]

At the close of Dr. Talmage's address, Rev. J. C. Wilson pronounced the benediction, and the Third Annual Graduating Exercises of Clark's Business College closed in a highly successful and satisfactory manner.

In the evening an audience that packed Park Opera House from pit to dome, assembled to hear the lecture by Rev. T. De Witt Talmage, entitled "Bright and Happy Homes."

THE EXCURSION.

The following day (August 25th) the students and friends of the College "took a day off," and enjoyed the pleasures incident to a grand excursion to Niagara Falls. At 7 o'clock a. m. Knoll's Celebrated Brass Band assembled in front of the College building and played one of their fine selections, after which they marched to the Grand Union Depot, where a special train, consisting of eight coaches and a baggage car, were in waiting to

Buffalo was reached when the excursionists disembarked, and the train was held until 9:45. Upon leaving the train the band led the way up Exchange street to Washington, and thence to Clark's Business College, Coal and Iron Exchange Building, where a halt was made to serenade the College. After this the hand proceeded to St. James Hall, where the Rev. Dr. Talmage delivered a lecture under the auspices of the College, entitled "The Bright Side of Things."

At 8 o'clock the hall was well filled, and seated on the platform were a large number of the prominent clergymen of the city.

It was about ten minutes past 8 when President Clark and Dr. Talmage made their appearance on the stage, and were greeted with rounds of applause. Mr. Clark, in introducing the famous orator, said:

"It affords me pleasure to introduce to you the distinguished lecturer of the evening, and it seems proper for me to here state that this occasion is commemorative of the Fall Opening of Clark's Business College, which has al-

LESSON IN PENMANSHIP.

BY S. A. DRAKE.

No. 2.

If the directions concerning movement, given in the preceding lesson, have been closely followed by the learner, he, no doubt, discovers that he can control the pen more easily, and can describe larger and smoother ovals than when he began the study. In other words, he has developed, to some extent, the power to use the pen easily and accurately.

In the preceding lesson, only short letters were introduced, on account of their being small and without shade, consequently requiring least scope of movement, and pressure upon the pen. The small letters, presented in the first line of the copies below, are called the *semi-extended* letters. In the *t*, the *right curve* and the *straight line*, only are used. The *curve* is carried upward from the base line two spaces, the *straight line* coinciding with it from the top downward one space, where they separate and become distinct lines. The downward stroke, a *straight line*, unites at the base, in an oval turn, with a *right curve*. The downward stroke begins with an abrupt shade, diminishing

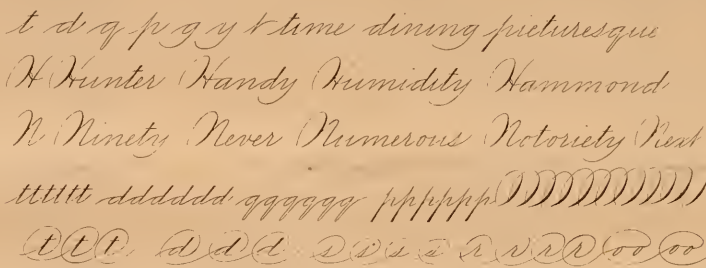
the *p*, to which is joined the finishing stroke of the *g*.

The *t* consists of a *right curve* carried upward two spaces, a *straight line* down to base, and finished with a *left curve* upward.

The learner should study each letter until he shall have gained an accurate knowledge of its form and dimensions, after which he should give considerable time to practice upon the letter alone, following with short words involving the use of this letter, and others previously studied.

Of the three principles used in the formation of capital letters, the *reverse oval* or *sixth principle*, is most easily learned, and it will be found most profitable to turn the attention first to those letters, the formation of which involves its use. This principle should be thoroughly learned, and practiced with a free, sliding movement of the hand, or *muscular movement*, before employing it in the formation of a letter.

The letter *H*, presented in the second line of the copies below, may now be made the subject of study. In this we have the sixth principle, to which is added a *left curve*, three spaces in extent, drawn downward to the base line, and one space to the right of the first part of the letter. The two parts are



carry the party to the Falls. The train left Erie promptly at 7:45 and reached Buffalo at 10:30, when the train was reinforced by a large number of the students of the Buffalo College, and thence proceeded to the Falls, arriving at 11:45.

The day was a delightful one, and it seemed as though Providence had specially favored the excursionists in giving them the benefit of such pleasant weather. At 3 o'clock p. m. Knoll's Band gave a grand concert in Prospect Park that attracted the attention of thousands of people. The excursionists were free to spend the time as they thought best, and in this respect they lost no time in seeing everything of interest that was offered by this famous resort.

At 5:45 o'clock the band left the Park and marched to the train, playing a stirring air that was sufficient notice to the excursionists that the time had arrived when they must bid adieu to the Falls of Niagara and wend their way homeward.

Promptly at 6:10 the train was ready to start on its journey to Buffalo, and at a little before 7 o'clock

ready obtained such prominence and popularity in your city. We have just returned from a trip to Niagara Falls, where several hundred students of the Colleges have been enjoying themselves for a day, and we now assemble here so that they as well as you who are not members of the College, may have the pleasure of listening to a lecture entitled "The Bright Side of Things," and the one who is present to deliver it scarcely needs an introduction, as he is known the world over for his grand pulpit utterances as the Rev. T. De Witt Talmage, of Brooklyn, N. Y., whom I now have the honor of introducing to you."

Dr. Talmage was heartily greeted with great applause, and for fully one hour and a half he held the audience spell-bound.

At the close of the lecture the excursionists boarded the train, and at 9:45 the words "All aboard" were given, and in two hours and thirty minutes Erie was reached.

Thus ended the Third Grand Annual Opening of Clark's College, and nothing but praise of the splendid success attending the affair can be heard.

Always be in haste, but never in a hurry.

gradually as it approaches the base. The letter is completed by a horizontal *straight line*, one space in length, drawn across the downward stroke, one-half space from the top, so that two-thirds of it shall be on the right hand side. This line should be parallel to the base line. The ascending and descending line in the first part of the *d*, are like those in the first part of the small *a*, while the rest of the *d* is like the *t* without the cross.

The *g* is like the *a*, except that the last downward stroke is carried below the base line a space and a half, where a short oval turn to the right is made and finished with an upward compound curve.

In forming the *p*, a *right curve* is carried upward from base line two spaces, where it is united, in an angle, with a *straight line*, which is carried below the base line one space and a half, terminating in an abrupt shade. The letter is completed by a *left curve* carried upward from base line one space, where it is united, in an oval turn, with a *straight line* carried downward to base line, and here joined to the finishing right curve.

The other small letters presented should be used as final letters. The *g* is like the *g*, except that the last downward stroke is a full right curve carried below the base line a space and a half, and well to the left.

The *y* is composed of the latter part of

joined by a loop carried upward from the lower extremity of the last downward stroke.

Beginning at the middle of the descending stroke in the sixth principle, carry a *left curve* upward one space, form an oval turn, and descend to base with a *straight line*, finishing with an oval turn, and we have the capital *N*, presented in the third line of the copies above.

Practice on the exercises, presented in the fourth line, will prove an efficient means in securing accurate forms. A letter, recurring in this manner, makes it easy for the learner to discover any defects that may exist in slant, shade and extent, and by keeping such defects in mind, he is led to avoid them in subsequent efforts.

The student of writing should view with a critical eye every form that flows from his pen, and in every attempt, he should strive to approach his ideal of perfection. Repetition of an error does not lead to a departure from it, but rather confirms the habit of falling into the error, and makes its avoidance more difficult.

In every undertaking, it is the part of wisdom to use all the means that may conduce to success. He, who deems an object worthy of an attempt, shows poor judgment, if he neglects any requirement that may tend to the accomplishment of the desired end. And the student of writing will find it greatly to his advantage to give heed to details though they may seem to him of little import

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CLARK & JOHNSON,
Publishers, Erie, Pa.

ERIE, PA., AND BUFFALO, N. Y., SEPT., 1888.

SOMEbody HAS ERRED!

THE AMERICAN PENMAN, published at Clark's Business College, Erie, Pa., for July, has the following:

Williams, of Rochester, stated at the convention that book-keeping is of least importance in a business college course. What does he consider a business education to be? and does not his students spend more time in getting a knowledge of this branch than any other.

We cannot imagine how the reporter of the paper named could have so misunderstood what he heard at the convention. What Williams did say was that more attention should be given to those things to which too little importance is usually attached—practical writing, correspondence, rapid arithmetical calculations, orthography, use of language, etc., and that if these were properly looked after book-keeping would take care of itself, his idea being that, since book-keeping is the most fascinating branch in the business college course of study, it would naturally receive all the attention it deserves.

Mr. Packard's quotations from Mr. Williams' remarks, when they appear in the report, will justify this repudiation of the words alleged to have been uttered.

THE PENMAN'S MEMORY is so defective in its grammar.—Rochester Commercial Review.

Mr. Williams' attention is respectfully called to the following paragraph clipped from the Review, since he speaks of "orthography." The reader will notice the originality of Mr. Williams' spelling of the following words

in a short article of only ten lines. The misspelled words are set in italics.

Life scholarships are now issued by three or four schools without our knowledge, and it is a matter of indubitable surprise that any intelligent school man would do so unbusinesslike a thing. It is a ridiculous confession to make that three years' tuition is worth no more than a three months' course, but that is the irresistible logic of their tuition fee.—Rochester Commercial Review.

The Review would like to study up on orthography and English grammar before making any further criticism. Now as to the truth of the "A. P. S." statement as published above as to what Mr. Williams said, we here-with append a clipping from the College Journal of Mr. G. R. Rathbun's Business College, Omaha, Neb., as corroborating what we heard Mr. Williams say at the convention:

Williams, of Rochester, stated at the convention that book-keeping is of least importance in a business college course. What does he consider a business education to be? Do not his students spend more time in getting a knowledge of this branch than any other?—American Penman.

We heard the remark by Mr. Williams and fully concurred in it at the time. We were discussing the feasibility of short courses, which were, as the PENMAN knows, championed by Prof. Gales, of Pongkeepsie, and Prof. Nelson, of Cincinnati. Prof. Brown, of Jacksonville, Williams, and ourselves, contended that book-keeping was only a small share of what should be the curriculum of a business college; simply an auxiliary of the course. To begin the study of book-keeping before a student can work a problem in interest, write a good legible hand, or until he has a good knowledge of the common school branches, is a waste of time and force. Mr. Williams rightly claimed that at this day and age the business colleges have a higher calling than to simply instruct in book-keeping. Such business colleges have had their day."

Of course we shall have to refer Mr. Rathbun's article back to him, as Mr. Williams denies making any such statement, and wait for Mr. Packard's report. But how does Mr. W. know that Mr. Packard's report will not contain what he stated at the convention? It cannot be presumed that the proceedings are being "doctored" for the occasion. We certainly hope not. Well! well! we pity Rathbun. Here he has "concerned in the remark made by Mr. Williams," and now the Review says no such statement was made by Mr. Williams. We are sorry for Rathbun, as he evidently wants to tell the truth, but when his "ideal" comes to the front with a public denial, somebody has erred. Who is it?

THE business colleges of the United States have within twenty years multiplied from a few institutions to several hundred, some of which have an annual registration of over a thousand students each. United States Commissioner Eaton reports a greater number of graduates from the business colleges than from the colleges of law, medicine and theology combined. Official reports show about 500 students during the past year.—N. Y. Star.

From the above notice it is easy for the reader to see what a strong popular hold the business colleges have

upon the public, and the tendencies of the times point to the business college as being the most important of all educational institutions. Let every business college proprietor put forth his best efforts to have a college worthy of the best patronage, and he will find that the public will not be slow to appreciate his efforts.

A CONGRATULATORY ADDRESS.

Prof. D. T. Ames, proprietor of the Penman's Art Journal, New York, who is in Buffalo on business, gave a fine address to the students of Clark's College, in which he congratulated the students in having such delightful surroundings, and so competent a faculty, and Messrs. Clark & Johnson for the splendid success they are meeting with in Buffalo—the large number of students in attendance, and their fine college rooms. Mr. Ames, who was for over twenty years connected with business college work, is a good judge of this class of schools, and says Buffalo has at least one school that ought to be appreciated.—Buffalo Commercial Advertiser.

Bro. Ames, why did you not come over to Erie? You have but seen the half of Clark's Colleges, and you will have to go the whole length of the line before you witness the completeness of our institutions. However, we are thankful to Mr. Ames for his address at Buffalo, and hope he will call again.

EXCHANGES.

The Penman's Art Journal, New York, presents its usual fine appearance.

The Penman's Gazette, now published at Chicago, Ill., is among the best of chirographic journals.

The Western Penman, Cedar Rapids, Ia., comes out regularly well-filled with good reading.

The School Visitor, Madison, Wis., occasionally overlooks THE AMERICAN PENMAN in mentioning its exchanges, but clips quite generously from its pages.

The College Journal, Rathbun & Daily, publishers, Omaha, Neb., is one of the best printed college papers we have seen.

The Commercial Review, Rochester, N. Y., is well printed and edited.

The Gem City Journal is before us, well-filled with excellent reading matter in the interest of business education.

ARE WE ADVANCING?

BY WILL D. SHOWALTER.

To attain the summit of true usefulness in our calling, it is sometimes necessary to pause in our laborious researches and ask ourselves if we are really advancing the interests of our chosen work. This can be easily determined by examining the results of our efforts and weighing the amount of scribbling we have transformed, or caused to be transformed, into legible or elegant writing. By closely studying the practical results of our work, we can determine where changes should be made and improvements brought about. He who blindly carries a cause, without analyzing its effect, is doing himself and the cause injury. If we possess a pet theory or a hobby, and by taking a retro-spect, find its effects unsatisfactory, we would indeed be bigoted did we not endeavor to remove the injurious part of the cause. Teachers, watch your pupils go into

business, and the effect it has upon their penmanship. If it speedily degenerates into a mere scribble, there has certainly been something wrong in your instruction and training of that pupil. If you are conscientious, and have at heart the real welfare of your students, you will at once diligently seek for some method of training that will produce better results when put to the test of actual practice.

We are constantly hearing that the penmanship of the masses is degenerating, and whether this is true or false, it behooves us to ascertain, and if true, try to remedy it. We cannot, as true teachers, shut our eyes to facts, but they ever so disagree, and must be ever on the alert to know the worst that we may provide for it.

But I think we do not need to despair. The writing of the masses may have degenerated as far as legibility is concerned, but it must be remembered that the increase of speed demanded by the multiplied business interests and enterprises of to-day, can partially account for the lack of legibility in business writing.

Had nothing better than the old, round style of hand-writing ever been originated, it would almost utterly fail to meet the demands of business life. The rush of business demands a hand-writing that can be written very rapidly, and still retain as much legibility as possible, and if we have succeeded in establishing such a system, and imparting such a style, we have certainly made a long step in advance.

To the teacher of writing is entrusted the important duty of molding the handwriting of a nation, and with this trust there comes the gravest responsibilities, which only the most earnest efforts and practical knowledge and experience can faithfully discharge. Are we doing our best, or merely working in a stoical sort of manner, regardless of the real results of our labors?

DEBUE, Iowa, Sept. 4, 1888.

In accepting the resignation of Mr. Bruce, Register of the Treasury, the President gives us no reason why he thinks the resignation should be accepted, the fact that the Register has no practical knowledge of book-keeping. If that is so, Mr. Bruce should have tendered his resignation long ago. This circumstance may properly give rise to the inquiry if there are not many others holding important positions under the Government where good accountants should be preferred, irrespective of political views, in preference to mere politicians who have no practical knowledge of accounts. We hope the intimation given to the acceptance of Mr. Bruce's resignation will serve as a basis for precedence in future renewals and appointments. The appointment of skilled accountants to positions of trust, where a knowledge of book-keeping is important, should receive careful consideration both in National and State governments.—N. Y. Treasury.

The most expert counters of money in the Treasury are auditors, and the women in the Treasury as detectors of counterfeit money have no equals in this country or any other. The women in the several departments of the Government, no matter in what capacity they are employed, devote more hours to service than do the men, while they perform their work equally well. These are facts that among many other facts the Commission appointed to investigate the departments will do well to consider, before it reports in favor of eliminating the female element from the clerical force in the departments.—Erie.

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As a special inducement to schools desiring to examine a copy, a complete work will be mailed, postpaid, which retails at \$2, upon the receipt of \$1. This is done to enable those interested in a good work upon the science of accounts, to examine its merits for themselves.

Prof. H. S. Edwards, of the Eastern Iowa Normal School, says: "I am very favorably impressed with the work. It is accurate in statement, logical in expression and progressive in character. I am especially pleased with the Ledger arrangement on pages 68, 69, 70 and 71. I can see great good and simplicity in that method."

Prof. W. A. Crane, Professor of Accounts in the Spencerian Business College, New York, says: "I have looked your work through and like it very much."

Prof. H. C. Spencer, of Washington, D. C., says: "The work presents a compact, neat and pleasing appearance, and unfolds to the learner the science of

accounts in a clear, concise, systematic manner. It is a valuable addition to the list of commercial text books."

Prof. L. A. Wyatt, Jackson, Minn., says: "I like it better and better the more I become familiar with it."

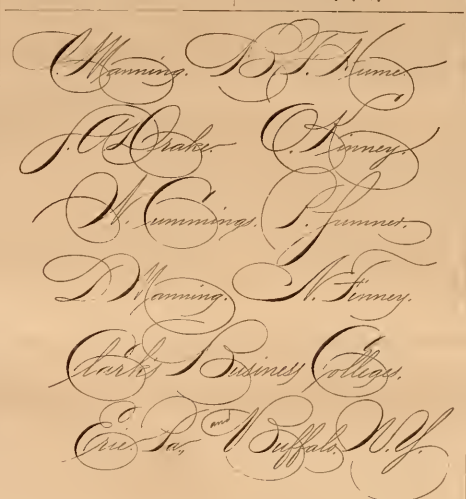
Prof. G. B. Minn, President of the American Business College, Warren, Pa., says: "Express us 25 books at once."

Prof. R. A. Lambert, of the Wisconsin (Minn.) Business College, says: "I am much pleased with your presentation of the important departments of the subject. It is certainly a very nicely arranged work and ought to meet the approval of our leading commercial schools."

Hundreds of other equally meritorious letters have been received, but of want

it, he will never have any confidence in you thereafter. Walk out from him, give up your position, rather than make a false statement. Never be unfaithful in your work. When you become an employe you sell your time for so much. Never prove unfaithful. While attending college one of my professors said: "Young man, never measure your duty by what you get, but by what you can do." Those words have come to me time and again, and I would have you remember them. Suppose I engage to work for somebody, and afterwards I find that I am really worth \$2,000 per year, and am to get only \$500. Shall I render just one-fourth of the work, or shall I do the best I can, the same as if I were to have \$2,000? Certainly, I should do the best I can. It belongs to the morals of business never to take more than your wages.

Now, as an employe, you will hold a



The above was photo-engraved from specimens of rapid writing by H. C. Clark.

space prevents the presentation in this issue.

Those interested are cordially requested to address the publishers,

CLARK & JOHNSON, Erie, Pa.,

and their letters shall receive careful attention. Do not fail to send for a copy.

MORALS IN BUSINESS.

Summary of an Address Delivered at Clark's College by Rev. J. C. Wilson, Friday Morning, Sept. 10, 1886.

This is a subject of great importance as one that pertains to business. It has a three-fold relation, inasmuch as you may become an employe and employer, or neither one nor the other, and I shall speak firstly of an employe. As such you will have temptations to make false statements, temptations to falsify. Now let me say, never make a false statement to your employer, in other words never lie. No matter what you have done, even if it be too bad to mention, never make a false statement. Always be truthful, be just, be candid, as there is no surer way to succeed. Never make a false statement to your employer. Many will ask this of you, but say "No, I cannot afford it," and if your employer asks you to do such a thing, and you do

relation to those you employ and to the general public.

Never ask of your employe unreasonable things. Never ask an evil thing, always speak the truth. Follow the golden rule. "Do unto others as you would have others do unto you." Never assume that you are something more than you are. If you are a rogue, say so; if an honest man, do not be afraid to stand up under that banner so long as you shall live; and in conclusion I would admonish you that if you cannot deal honestly, do not deal at all; and at last let it be said of you when you come to die that you were honest men and women. *Erie Evening Herald of Sept. 11, 1886.*

HOW THEY BOUGHT HIM OUT.

At least three-fourths of the efforts started for the reform of abuses, public or private, when they fail, fail for want of earnest purpose. A cash boy in a York store, answered a request that any boys or girls should tell of any wrongs they would try to make right in the year 1883, in this way:

"Well, you see, I think swearin's about as bad as anything us boys in our store do; swearin' and chewin' tobacco; I don't chew, and lots of us boys don't;

but then there's lots that does—little fellows not half as big as me, and some of 'em do swear awful."

"Do your employers allow it?" asked the editor.

"Not if they know it; but you don't s'pose they chew at the boss? And then that s'wears, they don't chew on pay-day."

"And don't you think this might and ought to be changed?"

"Yes, I do; and I thought, after I read 'bout the Reformed Club, that I'd like to Jus, and so I'd see if I couldn't help stop off the bad talk, and two other fellows, they're goin' to stop."

"But how did you manage it? I should really like to know."

"Well, I just said when I heard 'em, 'What d'ys want to say that for?' and they stored, and said, 'Gee; guess I've got a right to do what I please!' And then I didn't get mad and says, 'No, you ain't,' but I said, 'Well, s'pose you have, but I wish you wouldn't.' And sometimes they laughed, and sometimes they poked fun; but two of 'em swore off, another one said he would if we'd just let him say 'Jimmies cricks!' and we did. 'We thought that wasn't swearin' at all.'"

"So you have three who have given it up?"

"Yes, and another boy that we bought out."

"Bought out! What do you mean?"

"Well, he had the biggest job lot of bad words. Seemed if he had all that had been left over from the whole trade. And we just got him to take account of stock, and make a list of swear-words, and we others that swore off, we formed a company, and agreed to buy the lot at five cents apiece. And after we bought 'em, they wasn't his to use no more, and so every time he used one of 'em he had to pay two cents."

"But would he tell you?"

"O yes; 'twas 'pon honor, you know, and Jack's a real good fellow, and he said he'd like to give it up, only they stuck to him so he couldn't get rid of 'em without givin' 'em away, and we offered to buy 'em all. Wasn't it a good dodge?"

And the editor went straight home, and before he took off his overcoat, wrote down the "dodge" to show the young folks that one boy at least was in earnest about helping himself and others to reform. I do not write his last name, because I know he is in such earnest that he will be glad to have his language corrected by some of the young friends who have not been running to the cry of "Cosh here!" as he has ever since he was eight years old.—*N. Y. Evangelist.*

ENCOURAGE OTHERS.

A dull boy in a certain school was frequently reproached by his teacher, and made little progress. One day he made a first attempt to write. The scrawl was so wretched it excited the laughter of the boys who sat near him. A gentleman, visiting the school, witnessing his distress, said to him:

"Never mind, my lad, do not be discouraged, and you will be a writer some day. I recollect when I first began being quite as awkward as you, but I persevered, and now, look! See what I can do!"

He took his pen, and wrote his name in a large, legible hand.

Years afterward, when the dull boy had become one of the most celebrated men of his day, he met again the man who had spoken to him those few encouraging words. He said to him:

"It is my firm conviction that I owe my success in life, under God's blessing, to those few words you spoke to me that day when I sat so discouraged trying to write!"—*Christian Advocate.*

OFFICE ECONOMIES.

The merchant or manufacturer who has carried his business through to a permanent success, has had much to learn from experience in arranging, and conducting, an economical business of the minor as well as important details of his establishment, leading to loss or waste, has, in turn, received cautious experience and careful study, until some practical satisfactory values were devised through the introduction of which a saving might be effected.

If an avenue of contingent expenditure has received less attention than another, it is that which pertains to expenses incurred in the office or accounting department. This channel of disbursement forms one of the most important features for consideration in connection with the subject of business economies; but, unfortunately, it is seldom given the attention which its prominence demands. Were the expenditures in this department attended to with proper care and prudence, it would be found that much more than is, might be accomplished with them. Business managers are not always sufficiently prudent in their allowances for meeting current expenses of the counting-room, and book-keepers are many times inexcusably extravagant in conducting their special field of service.

Sound business economy does not so much demand the cutting down of expenses in the office as it does looking after the proper and most expedient conversion of what is prudently provided. The just criticism, if one were offered, would not fall on the amount of time usually expended in clerical services, but would more properly strike at the scanty information and the unsatisfactory results, which it is found that such labor has produced. The importance of having concise, accurate and comprehensive intelligence concerning business operations will warrant a liberal outlay for its accomplishment; but to incur all the required expense without securing its legitimate benefits is a branch of business economy deserving of the severest criticism.

The question—first, What are the means to be employed? and, second, What are the results to be expected?—form important subjects which demand the precise consideration of the business manager. The prime feature of importance connected with these inquiries is that of professional service. The important means upon which these results depend is the accountant into whose hands shall fall the manipulation of office affairs, and upon whose skill shall depend the proper and economic handling of a system of accounts. The results anticipated are the complete, correct and systematic representations which fully illustrate the progress of trade, the condition of financial affairs, and all the various avenues through which each special department of business has been affected.

If the book-keeper is slothful in the use of supplies and extravagant with office paraphernalia, no matter what may be the other qualifications, his services will become a burdensome tax which no business man can safely afford to encourage. If he lacks experience, acquired skill, or natural ability—if he is prone to neglect and is liable to mistakes, his retention is injudicious and inexpedient, irrespective of what may be the compensation for service, or even though none be exacted. The true principle of economy, here as elsewhere, is to pay for the maximum value of what is purchased. Good services are worth, and exact in exchange the full consideration for compensation allowed.—N. Y. *Treasury*.

EARLY ENGLISH PENMEN.

CHARLES SNELL.

(Specially prepared for THE AMERICAN PENMAN by W. L. Loder, of South Boston, Mass.)

The chirographic labors of this able and elegant penman have received a general applause, not only from the public but also from the judicious amongst those of his own profession. I shall, therefore, in justice to his merits as a fine writer and accurate accountant, give as full an account of him and his work as I can in this district of time from his death, being kindly assisted in some particulars by Mr. Joseph Champion, who had been his scholar and apprentice.

Mr. Charles Snell, of London, was born Anno Domini 1670, and educated in Christ's Hospital, being one of the few who reflect honors on the *blue coat*. He was put apprentice to some writing master of no great note; Mr. Champion supposes Mr. Topham, but Mr. Austin says he was informed to Mr. Brooks, a writing-master in Aldergate street; but it was a strong genius and a confident hand, and copying after the engraver's work of Barbedor, that produced that correctness and beauty which are so conspicuous in his copy-books. He kept school in divers parts of London, as Bridewel per Sint, Fleet street, Ludgate Hill, etc., and lastly succeeded Mr. John Seidon in Sir John Johnson's writing school, in St. Paul's Court, Foster Lane, Chapside, which he supported with credit upwards of thirty-six years.

The first book that he published from the rolling press was in 1693, entitled "The Penman's Treasury Opened," being then twenty-two years of age—William Elder, sculptor. It contains twenty-six folio plates, besides his picture in front, and was, as he himself affirms, the first published in England done by command of hand.

It is true, indeed, he was one of our first English penmen who practiced the art of writing in an absolute free, bold and manly manner, and the revival of the useful elegance of the quill. Yet I have been informed that there were jealous heart burnings, if not bickerings, between him and Col. Ayres, another of our great reformers in the writing common weal, both eminent men in their way, yet like our most celebrated poets, Pope and Addison, or to carry the comparison still higher, like Caesar and Pompey, one could bear no superior and the other no equal.

There is in some copies of the above said book a little poem prefixed in commendation of the art of writing as well as of the author's performance, by Dr. John Barne, Dean of the University of Cambridge, dated April 23rd, 1694. In this poem Dr. Barne expresses somewhat singular in his opinion amongst modern authors in ascribing the art of writing as a divine gift to Adam in this stanza:

"No, no, the gift of a commanding pen,
Was first by God, to first born Adam given;
From him to Seth it came, the best of men,
And justly, since the richest gift of Heaven."

In 1812 Mr. Snell published his Art of Writing, in Theory and Practice, George Bickham, Sculpt. It contains 28 plates in a long folio, bound in the richest of the beginning. In a copy of verses, by Mr. Peter Motteux, prefixed to this book, are the following harmonious and beautiful lines:

"Now justly bold, in Snell's improving hand,
The pen at once joins freedom with command!
With softness strong, with ornament not vain;
Loose with proportion, and with neatness plain;
No self, no foil, no puff, complete in every part,
And arid soul, when not affecting art."

In letters to the authors, prefixed to the same book, from John Sinclair, Esq.

Thomas Olyffe, Ralph Snow, there are some satirical strokes upon George Shelby, as if he had arrogated too much to himself in his book of Natural Writing. They find great fault (and I think very justly) with penciled knots and sprigged letters, as not to be admitted as any part of useful penmanship. These reflections, however, created ill blood, and even an open difference amongst several of the superior artists in writing of those times. Robert Moore and George Shelby seem, in that controversy, to have been men of calmer temper, in that they were not so easily provoked. This book was published when our authors were masters of St. John Johnson's free writing school in Foster-lane. It was printed for Henry Overton, at the Whitehouse, without Newgate.

In 1714 Mr. Snell published his copy-book entitled, Standard Rules, exhibited in six plates, beside the letter-press was, in the different rules are demonstrated. This book proved to be a bone of contention, and occasioned a terrible quarrel between our authors and Mr. John Clark, writing master and accountant in Warwick-lane. This quarrel about standard rules ran so high between them that they could scarce forbear serious language therein, and a treatment of each other unbecoming gentlemen. Both sides in the dispute had their abettors, and to say which had the most truth and reason, "Non nostrum est tantas compungere lites," perhaps both parties might be too fond of their own schemes. The best way, I think, would have been to have only offered their different schemes and sentiments thereon, and explanations thereof, to the world, and left them to people to choose which they liked best. Who now-a-days take those standard rules, either one or the other, for their guidance in writing?

Our author also printed the law alphabet, viz.: of the court and chancery hands, in which I think I cannot ascertain the date nor say by whom it was engraved. He has likewise four plates dated 1711, very well executed, in the George Bickham's Penman's Company.

Mr. Snell also published eight text books upon the keeping of Books and Accounts, between the years 1697 and 1708.

"To conclude, this laborious and celebrated writing master and accurate arithmetician died at his dwelling house in Sermon-lane, Doctor's Commons, Anno Dom. 1733, and lies buried in the body of St. Gregory's Church, in Old Fish street, but without either monument, stone or inscription over his grave, neither does he want any, for his works will be a lasting memorial of his abilities in his profession. However, instead of a formal epitaph, I shall present the reader with the following lines composed in his praise by Mr. Sinclair:

"Accept, dear shade! what justice makes me do,
And your most curious hand compell'd me to;
Great Veld's pen, immortalized his name,
And Matreux stretched the blowing cheeks of fame;

Bold Barbedor, in freedom did excel,
But this last worthy was reviv'd in Snell;
And Europe now, strikes to the British hand;
For justice, neatness, freedom and command;
Yet we're divided, which in thee to boast,
Whether the penman or accountant most."

Clark's College has arranged for a popular lecture course the coming season. There are to be seven entertainments, including the Mendelssohn Quintette Club of Boston, lectures by Hon. Geo. R. Wendling, Prof. David Swing, Robert R. Burdette, Mrs. Mary A. Livermore, and L. F. Copeland and Dr. J. Jay Vilers.

OLD-FASHIONED SCHOOLING.

Written for the Erie Advertiser.

When one can compare the complete and perfect finish of No 3 school, to the old-time school house of the country district, we would not think anything can be said against our present system. "The country school house in which 'the subscriber' obtained his educational facilities, was situated at the convenient distance of one mile and a half 'cross-roads,' and two miles and a half from the school house of the farm home. The road was seldom traveled by horse and between home and the old red Greenwood school house lay two creeks, three or four hills, seven fences, and in winter time about half a mile of sled.

We had to get up before daylight, feed the stock, and chop wood for the day, before getting our breakfast. Mother would then fill our dinner basket with doughnuts, bread, butter and mince-pie, and we were off. We had rare fun riding over the crust with a girl on the sled with us. Our teacher was a good old soul, and for two or three winters served as faithfully, and then he went to the land of shades. His son played corner ball at noon, and bent any way he pleased, and there was no doubt that he loved us and tried to do us good. There was no grade in the school, for every scholar had his own reader, which ranged from Thaddeus of Warsaw, up to, and including the new Testament and the Bible. While we were at school, after he had the house was made the standard work for that family. Our school was usually of about thirty-five, and ranged in size from Tilda Gough, two feet six, to Ben Christy, who was six feet two. Poor Ben, his education was sadly neglected, for he read in a new Testament, and while we were at school, after he had, and he would spell them out, it never entered his head what the words meant. We learned geography by singing the names of States, and the Capitals, and the names of rivers and their length. It was really a good way to learn, and has remained in my memory in a great measure to this day.

The school house was used for Sunday-school in summer, and for preaching by a Circuit M. E. itinerant once in two weeks all the year. The late John Abbott, an excellent Methodist, was preaching on the Circuit, and one summer day he was late to arrive. The school house was packed full of people, and seeing no way of getting in handy, except by the open window, (it was a very warm day,) a rail was put up at the window nearest the preachers' desk, and he clambered in that way. There was an irreverent fellow in the audience, and when he saw the Rev. John come through the window, after he had the words "He that entereth not by the door into the sheep-fold, but climbeth up some other way, the same is a thief and a robber." The effect of this bit of timely humor on the audience can be imagined. X. X. X.

One of the most worthy as well as one of the most successful of Educational Institutions established in the region of the Lake Shore is Clark's Commercial College, at Erie, Pa. As usual, energy, ability and faithful devotion to business have had their reward. Although it has been in operation but about three years, the college already ranks very high both in the character of the work it does and in the number of students. A practical business education is what Prof. Clark aims to impart to his students; and to this may be added, besides the ordinary branches of a good English education, ornamental penmanship and book-keeping of short-hand.—The Home Magazine.

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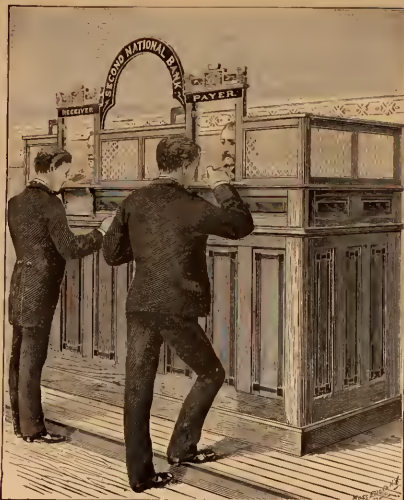
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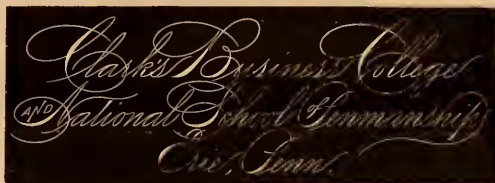
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The Institutions are in direct communication with the leading business men in all parts of the country, and students are helped to the best positions obtainable, as graduates from these Colleges have no difficulty in securing honorable and lucrative employment.

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THE AMERICAN PENMAN

DEVOTED TO PRACTICAL AND ORNAMENTAL PENMANSHIP

Published by
H. C. CLARK

Business Educator.

ENTERED AT THE POST-OFFICE AT ERIE, PA., AS SECOND-CLASS MATTER.

H. C. CLARK, Editor.
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CLARK & JOHNSON, Proprietors.

ERIE, PA., and BUFFALO, N. Y., OCTOBER and NOVEMBER, 1886.

Vol. 1--Nos. 10-11.

Skill is Capital.

There is a great truth set forth in the above words. Men in all the different walks of life have gained many things, and it has in every instance been the result of "skill." There is many a young man who starts out to life's work without money, but he has, instead, a weapon, to which the mighty dollar must yield, and that is skill. The one who gets on in the world best need not of necessity have the largest number of dollars, but he must have skill for there are no great achievements without it. The successful lawyer or doctor does not obtain prominence because he controls the most wealth, for if this were true, many a brilliant light that now shines before the world would have been consigned to oblivion.

At the third annual Commencement of Clark's Business Colleges the class saw proper to adopt the heading of this

article for its motto, and in so doing they showed that they comprehended the practical value of these words.

Out of the thousands of young men who patronize the business college a very small per cent. have sufficient "money capital" with which to begin business, and to some it might seem discouraging, but to others it is a stimulus to greater effort.

Of course money is a necessity, but it is neither the beginning nor the end, for it only serves a purpose in the great commercial world.

There is a glorious future in store for every one who possesses the necessary elements to success, and we recommend to every one the advantages of a sound business education as the best investment with which to begin life. Do not put it off. You should begin now. Remember that "Skill is Capital."

Business Education

Many of the best informed persons in this country are those who do not hesitate to express themselves as having implicit confidence in commercial education, and to the extent that they send their sons and daughters to the Business College so that they may receive such advantages as will best equip them for the battle of life.

It is not many years, since the public schools and literary colleges were condemning commercial schools, and in fact were the avowed enemies to practical education. But now all is changed. We find the leading classical schools, high schools and academies introducing commercial studies as a part of their curriculum, and doing what they can to promote the interests of business education.

Now why is this? Is it not because of the urgent public demand for such instruction? Most certainly, and had

these "opponents" to the best education ever devised for all practical purposes been aroused to its importance a few years earlier, it would have been all the better, but be that as it may, we congratulate the sensible teacher who is ever ready to hold up to the world the advantages of commercial instruction.

Now while it is true that there are a large number of schools throughout the country that are becoming thoroughly identified with business education as a part of their work, nevertheless it must be acknowledged that there is no other place where young men and ladies can receive such general advantages as in a good business college. Why? Because the commercial college has but one purpose or object in view, and that is to successfully prepare its pupils for business; therefore, when one enters such a school there are not demands made upon him, here and there, to divert his atten-

tion from the commercial studies. We are of the opinion that it is better for any person to pursue the commercial course alone, rather than to burden himself with several other branches, that in all probability would add little, if any, to his business qualifications. Then again, a thorough-going business college does not depend upon theory alone to enlighten its students, but believes in the motto: "The way to learn how to do a thing is to do it"; therefore, the introduction of business practice. The art of buying and selling, and keeping a

systematic record of the same is very interesting, especially to a student, who for the first time is seemingly launched upon the sea of commerce, and he for the first time finds out that he must "sink or swim." In most cases he will swim ashore, bringing his profits with him.

Six weeks' time spent in a thorough, actual business college is worth five years in a school of theory. Business education can and does do more for its possessors than a thousand times its cost.

Women in Business

The time has come when women can assert their rights and he respected all the more for earning a livelihood, either as amanuenses, clerks, cashiers, or book-keepers, and in not a few instances as proprietors. There is no good reason why women, if they make the necessary preparation, should not go to the front in commercial affairs, as it is universally conceded that in many of the most important positions women have been found to pay closer attention to details, less liable to engage in speculations, and are more careful in making investments than men. There is among the thousands of government clerks at Washington a decided preference for ladies, as they are found to be more trustworthy, doing the work at least just as satisfactorily as could be expected of the opposite sex. In New York City many of the leading merchants are making room for and actually employing women for positions that a few years ago it was thought could only be filled by men. What can be said of New York in this particular, may be said of other cities throughout the United States, and young women desiring to get a successful start in life need a sound business education.

The business colleges are enrolling a larger number of lady students this season than ever before, and it will so continue, year by year, until young ladies will be found in even greater numbers in commercial schools throughout the land.

A young lady with a good business education will make a better wife than the one who does not possess such knowledge. She will be found an invaluable assistant to her husband, and in many instances her wise counsels will help him on to fortune. The young lady who has a business education is better fitted for any position in life, and even if she intends to be an "old maid" it will be a solace to her in her lonely days.

The demand for skillful lady stenographers and book-keepers is much greater than the supply, and there is no reason why any young lady with a good business education should not readily command a salary of from fifty to one hundred and fifty dollars per month.

Young lady! do not defer this matter, but take the advice of a friend and obtain a sound business education at your earliest convenience. You will never regret it, but on the other hand will thank the one who thus prompted you to get the right kind of a start in the world.

My ideal of a great lawyer is that great English attorney who accumulated a fortune of £1,000,000, and left it all in a will to make a home for orphans, declaring that he wanted to give it back to the people from whom he took it.—*Robt. Ingersoll.*

There is hope for a dull boy who thirsts for knowledge; but I don't take much stock in a genius who knows it all without study.

Young Men.

If all the advice that has been given to young men from time to time, could be gathered together and published, it would make the largest book ever issued. But if we are to sift the sayings and instructions of great men, we find that they all bear directly upon one point, and that, character building. It is a great thing to be an example for others to follow, and it is even greater to have the will to be a man. The last words ever uttered by the late John B. Gorton were: "Young man, keep your record clean." Of course, there are excuses offered here and there, by young men as to why they commit some follies beneath their manhood, although there is no excuse good enough, or for any reason, that will exonerate one from ignorance, which is the twin brother to crime. The young men of America have the greatest opportunities for achieving success of any of the sons of other nations, and all they have to do is go forth with an "aim" in life, bending all their efforts in that direction, and their hopes will be satisfactorily rewarded.

In a recent address to the graduating class of Clark's College, the famous preacher, Rev. T. DeWitt Talmage, said: "Remember, among other things, it is always safe to do right and never safe to

do wrong. * * * If you do not find openings just here, come East or go West. There is a place marked out for you just as certain as you are there, my brother." * * * a place marked out for you for life by an almighty God, who knew your temperament and all your temptations, and knows all about you better than you know yourself. A sphere of duty and of success marked out, and you just have to put yourself in the line for Divine leadings. If you are happy here you will be happy forever. All parts of this land are opening now as never before. Do not stop at any one point and say, because things are filled up, professions here and merchandise there, and this here and that there. Go further, and look out this land. We are just opening the outside doors of the wealth of this country."

Verily, all the young men of this country need to do is to go to work in earnest. Seek knowledge. Be honest and industrious. Do not dream of success, but go in search of it. Get an education that will give you the power to work you into the line of your Divine leadings. If you tend to do. Never say fail, but keep luck and stick to pluck. Do not let go until you have won the victory. Aim high. Do not be in a hurry. Strike while the iron is hot, and make it even hotter by striking.

active entrepreneurs furnish an endless number of examples that, in analysis, are sufficiently difficult to exercise the keenest intellect and at the same time impart some idea of the methods of transacting business. It is not necessary to put them in unnatural forms and make language for children study arithmetic from the age of eight years to 14, and many of them are not able to solve ordinary business problems that come up every day in mercantile life. A few days ago I asked my boys, who receive more than average marks of scholarship in their school work and examinations, to give me the result of an investment. The example was simple one in percentage. They did not know definitely what to do; they tried this way and then another, as they would if it was an enigma, and they were as certain of the true result. I was disappointed, and they were disappointed; yes, more, they were discouraged. It is not strange that people are looking for better results from our schools. Some call for industrial schools; others would turn our languages and bring in the sciences; all these will fail to give the child a better preparation for life unless the matter is brought to them in a way that gives pupils to think and to observe what is going on about them. It is true, as Garfield has said, Mark Hopkins as a teacher, and a log to sit upon, is a better university for a young man than fine buildings, with libraries and laboratories, and with mechanical professors to guide them. Only to-day a lady showed me a set of examination questions. The first was: "What is the difference between wealth or happiness?" There was no hint in the whole set as to the cause of typhoid fever, of catarrh or of consumption. What would you do to prevent any of these? What constitutes whole-some food? What cleanses?

How is greater ventilation best secured? What care should be taken of the eyes? What position of the body at the desk? Not one word about these practical things which every one ought to know and to put into practice almost daily."

"After children are able to apply the fundamental rules in arithmetic to integers, fractions and decimals they are ready to begin book-keeping in a practical way, in connection with which they can learn all applications of arithmetic. If this kind of arithmetic were, pursued during the last three years of the grammar school their attention would be called to many things that induce observation and thought. Do not understand me that I would desire all the work now repeated. Not at all, but, on the contrary, I would cut out a great deal of the routine and abstract, and in their places put something of life—in short, have children begin life in school. Much study is required simply to enable the teacher to know that the scholar has learned his lesson. If a boy, with or without assistance, discovers, for instance, that the number of pounds of hay cost him in the thousands multiplied by half the price per ton always gives the correct result, is it necessary that he should commit to memory and recite a long rule so that the teacher can mark him? Principles are always better understood by their applications, and children will make them their own by a study of writing at home without a teacher's aid. I believe so. More than one instance is known to me of persons who had no instructions in arithmetic beyond 'fractions,' and yet they are rapid and accurate in all their business calculations."

TO A HOME STUDENT.

EPSOM, N. H., Oct. 27, 1886.

My Young Friend—Your letter, making enquiries as to the best methods of practicing writing, has been received. I am very glad to give you a few words of advice and encouragement—not as a perfect writer, but as one who has made, with some success, a study of writing at home without a teacher in person.

I should judge by the tone of your letter that you are really in earnest and full of enthusiasm. I am glad of this, for without interest or enthusiasm you will be likely to find advancement in anything impossible, or at any rate very slow. If you are as much in earnest as I think you are you will be ready and willing to work. If I can so direct you as to make your work effective the battle is well started. Then what you need to bring it to a successful close is a good stock of patience and perseverance, coupled with intelligent labor.

And right here let me say, do not overlook the importance of knowing what you are trying to do. All the training given to your hand will amount to nothing unless you distinctly understand what you are practicing. Get a correct idea of the form of every copy before taking your pen and ink for its practice. Early in your work get a general knowledge of the whole subject. Find out for yourself what your deficiencies are, then set yourself at work to remedy them. Search out fault after fault in like manner and correct each in its turn. In short, constitute yourself a teacher as well as a learner.

One word more and I will tell you how to commence work. Do not get discouraged. The road to good penmanship is not so very long or steep. You can travel it to the goal you are seeking. You may meet difficulties, but rise above them. Others have surmounted them and so can you.

Full of eagerness and courage you are tiring of this talk and longing to grasp your pen and begin work. But let us

see a moment. You must start right. Do not expect to reach excellence without obeying its law. You say that your materials are good, and that you think your position is good, and that your movement is muscular. We must trust that you are right, but do not go ahead until you are sure that you are right. Granting that your position is easy and natural, and you are using the correct movement, your writing is stiff and labored, showing that your executive power is not perfect. We must trust that you are more movement—an easier way of writing.

Begin at the beginning; practice on the continuous ovals. First, take the direct—master it. Then with the same motion carry the hand forward with every revolution, thus bringing each stroke farther to the right than the last preceding one. Do not shade, and let the exercise run across the page. Keep at this until you can make it smooth and regular in form and motion. Next, neatly shade every downward stroke. When you have mastered these exercises you have accomplished a good deal of the work. We must trust that you are enough to execute exercises composed of the letters themselves, and when you have reached this stage you will find plenty to do. Follow out any systematic plan that embraces practice on all the letters. And, as I close, let me wish you much success in your work.

Very truly yours,
F. S. HEATH.

The wonderful industrial development of the South, at present in progress, opens up many desirable positions for live, wide-awake accountants, office-men and business managers. The record of what is being done in the South is surprising to those who have not watched it carefully and systematically during the last few years. Among the enterprises and undertakings organized for the first three months of the current year there were 4 iron furnaces, 3 cotton mills, 10 ice factories, 17 machine shops and foundries, 3 stove foundries, 4 agricultural implement factories, 18 flour mills, 24 tobacco factories, 1 furniture factories, 9 gas works, 12 electric-light works, 7 oil and coal companies, 29 logging companies, and 110 lumbermills, including saw-mills, sash and door factories, stave and copage factories, etc. The total amount of capital, including capital stock of incorporated companies, invested in new manufacturing and mining enterprises at the South, and in the enlargement of old plants and the rebuilding of mills destroyed by fire during the first three months of 1886, aggregated about \$36,557,000, against only about \$31,000,000 for the corresponding period of 1885.—*The Office.*

"IF I WERE RICH."

One evening, passing along a crowded street, I heard one of the street boys utter the following: "If I were rich I wouldn't— " and then the rest of the sentence was lost as I hurried on with the throng. But I have wondered often how that sentence was finished. Did the boy say: "If I were rich I wouldn't snub my poor relations?" or "If I were rich I wouldn't spend all my money on myself?" or "If I were rich I wouldn't work any more"—or what? We cannot know; but there is one thing quite certain. Whatever that boy does, now that he is poor, he would do if he were rich. If he were generous now, he would be generous then; if he is mean now, he would be mean then. If he works faithfully now, he would work with fidelity then. For "he that is faithful in that which is least is faithful also in much; and he that is unjust in the least is unjust also in much."—*Matthew 23:12*

PRACTICAL EDUCATION.

Things that Are Taught and Things that Should be Taught in the Schools.

The following is in substance, a conversation between two men while going home on the train. The older and experienced man had been called to his neighbor: "Last night my boy came home with this problem: 'A workman engaged to labor for 50 days. Every day he worked he received \$2.50, and every day he was idle he forfeited \$2. At the end of the time he received \$116. How many days was he idle?' I call such examples puzzles. My children are required to spend altogether too much time over such useless work. Of what practical service can it be? No such occur in business. The money cannot be paid to find the number of days he was idle. As there stated it is a '1314 15' puzzle, and of no better help to prepare the young mind for life's duties. No man can afford to send his children to school to spend their time upon puzzles—so-called examples that have no relation to practical life."

"But, my friend," said the younger, "these puzzles have their value as a means for discipline of mind."

"Ah," returned the older, "there are not to be found many problems that afford better mental exercise, and, at the same time, convey to the child's mind some idea of business matters? Suppose a promising young man wished to learn the blacksmith's trade, and you were to send him to school, and ask him to pound the boulder rocks several hours a day in order that he might develop his muscles. If the youth had any ambition at all he never would make a blacksmith. While exercising his muscles he could learn something useful. Life is too short to spend so much time merely for the sake of developing muscles several hours a day in order that he might develop his muscles. If the youth had any ambition at all he never would make a blacksmith. While exercising his muscles he could learn something useful. Life is too short to spend so much time merely for the sake of developing muscles several hours a day in order that he might develop his muscles."

"What would you suggest as a remedy for this state of affairs?" queried the second.

"In the first place, by using textbooks that contain only practical, straightforward problems. The various

MADE CLEAR AS DAY.

The Puts, Calls, Spreads and Straddles of 'Change Described.

"What are 'puts,' 'calls,' 'spreads' and 'straddles' asked of New York Mail and Express reporter.

"Well," said John E. McCann, the confidential clerk of Russell Sage, of whom the question was asked, "I'll tell you if you will promise never to mention the poetical subject again. It requires pretty deft wording to make the thing clear, so it is not an exhilarating subject to talk on. You hear a good deal about 'puts' and 'calls,' but I venture to say there are 50,000,000 people in the United States who do not know what they are, nor what the meaning is of the word 'privileges.' Now, a privilege is a contract by which the maker of it, Russell Sage, S. V. White, Jay Gould, or Harvey Kennedy, engages to purchase from the holder in one case, or to sell to the holder in the other case, a number of shares of some specified stock at a certain price, at any time

opposite way. A man buys the privilege of calling Western Union at 75 when it is selling at 70. If it sells above 75 you can call on the maker of the privilege for a hundred shares at 75, and the hundred shares are thus bought by the holder for \$7,500, and he turns around and sells it at 80 if the stock is selling there, and pockets the difference."

"What about 'spreads' and 'straddles'?"

"A 'straddle' is a 'put' and 'call' combined. The holder of one may 'put' stock to the maker of the privilege or 'call' for it. 'Straddles' come high, because there is money in them whichever way the market may go. If the market does not go at all, but stands still, why the maker is in the money he has been paid for the privilege, usually about 3 per cent., or \$300. A 'spread' is also a 'put' and 'call' combined, but there is this difference: a 'straddle' is made at the market. That is to say, the maker of the privilege takes the risk that the stock in question does not move to any extent from the price at which it

Mr. Sage agreed to take these stocks at a price which was considerably above the market price. During five days Mr. Sage paid out what few men in New York were probably able to pay out—about \$4,000,000 in solid cash. He kept on deposit then, and he does now, \$5,000,000 in available money at the Importers & Traders' Bank. Since that settlement the probability is that Mr. Sage has drawn out of this very business on 'puts' and 'calls' more money than he then paid out. A great deal of the stock certificates which were then put to him he held and realized when the market advanced."

The functions of the expert accountant are, perhaps, less understood by the business community at large than it would be well to have them. They may be summed up under several heads, among which may be mentioned—first, planning and remodeling books so as to adapt them to special requirements; second, auditing books and verifying the balance-sheets; third, adjusting and

warrant, simply because of the lack of ability upon the part of their employers to perceive their real value. The introduction of an expert to overlook and criticize their work, in many instances gives them a better standing with their principals than it would be possible to secure by any other means. Their work is passed upon by one competent to express an opinion, and also by one in whose statements the proprietors have confidence. The employment of expert accountants is apparently upon the increase, and the business community will undoubtedly gain thereby.—The Office.

WHY MEN FAIL.

Few men come up to their highest measure of success. Some fail through timidity, or lack of nerve. They are unwilling to take the risks incident to life, and fail through fear in venturing on ordinary duties. They lack pluck. Others fail through imprudence, lack of discretion, care, or sound judgment.

Specimen of my penmanship June 8th 1886.

Chas. M. Paver.

*Tull many a gem of purest ray serene,
The dark unfathomed caves of ocean bear.
Tull many a flower is born to blush unseen,
And waste its sweetness on the desert air.*
Chas M Paver.

The above specimen illustrates the improvement of Mr. Chas. M. Paver, of Franklin, Pa. Mr. Paver attended Clark's College at Buffalo, N. Y., and his improvement is the result of eight weeks' study and practice. He now has a good position as book-keeper in his native city.

within a certain period, at the option of the holder. Got that?

"A 'call' is a privilege bought of the maker, at a certain price, and the owner of it is privileged to call for a certain amount of stock at a given price, within thirty, sixty, or ninety days, four or six months. If a man holds a 'put,' he has the right to deliver to the maker of the privilege a stock at a certain agreed price within a certain number of days. Clear?" No! Well, let's try once more.

"Suppose Western Union is selling at 70. A man wants a sixty-day 'put' on it at 60, because he believes the stock is going down. He gives Mr. Sage, Mr. White, Mr. Kennedy, or Mr. Gould 1 per cent. on the amount of stock he wants to deal in. A hundred shares is usual, and 1 per cent. is \$100. He receives in return a slip of paper signed by either one or the other of these gentlemen. Then if Western Union goes below 60 within sixty days he may buy it for whatever it is selling for below that price, and 'put' it to the maker of the privilege at the price agreed on—60—and receive a check for \$6,000. The holder makes the difference. Ah, you understand? If Telegraph does not go below 60 the holder is out his \$100. The 'call' business operates exactly in the

is selling when the privilege is sold. In a 'spread' the maker has more leeway. If Western Union is selling at 70, to go back to the old illustration, the maker of the privilege sells a 'spread' at 67 and 80. If it goes below 67 the holder can 'put' the stock and make the difference, and if it goes above 80 the holder can 'call' at that price and reap the profits. But so long as the price of the stock keeps within those points the maker of the privilege is safe. To put it in another way, the holder of a 'straddle' will make if the market for the stock he is dealing in moves at all. The holder of a 'spread' doesn't make anything until the market moves past certain limits. There is one thing more: the maker of a privilege only receives of 'puts' issued by Mr. Sage invested the money for which he sold the privilege, while the holder may make thousands—or nothing.

"The mention of 'puts' and 'calls' recalls perforce the exciting times two years ago last spring, when the market went down with a rush and the holders of 'puts' issued by Mr. Sage invested his office like an army. After the above explanation it will be seen that their privilege of putting stock to Mr. Sage were exceedingly valuable. Their privileges were so many contracts whereby

closing books in terms of partnership, dissolution, agreements, etc.; and, fourth, unravelling books and accounts which are in a tangle. Under the first of these heads the expert occupies a commanding position as compared with the ordinary book-keeper, from the fact that he has wide and varied experience, and accordingly can do more than even an equally competent man who has been restricted to ordinary lines of practice. Under the second head the expert's systematic training is a continuous safeguard against errors and frauds, and a satisfaction as well to those in charge of cash as to those interested in the profits. Under the third head the expert sees that all questions of depreciations, renewals, drawbacks, doubtful debts and other contingencies are duly considered, while under the fourth head his trained and practiced skill finds clues in a mass of confusion, and soon determines the shortest way out. The position of the expert accountants is like that of the lawyer; absolute secrecy is, of course, one of the laws which they must keepers feel that the work of the expert accountant is, in a measure, opposed to their own. The reverse of this is the case. Frequently book-keepers are far less appreciated than their real merits

They over-estimate the future, build air castles, and venture beyond their depth, and fail and fail.

Others, again, fail through lack of application and perseverance. They begin with good resolves, but soon get tired of that and want a change, thinking they can do much better at something else. Thus they fritter life away, and succeed at nothing. Others waste time and money, and fail for want of economy. Many fall through ruinous habits—tobacco, whiskey and beer, spoil them for business, drive their best customers from them, and scatter their prospects of success. Some fail for want of brains, education and fitness for their calling. They lack a knowledge of human nature and of the motives that actuate men. They have not qualified themselves for their occupation by practical education.—School Supplement.

Some look upon successes and failures as lucky accidents or calamitous mischances, and wonder what the next turn of fortune's wheel is to bring them. Others profit by both, and by studying their causes, and the laws which govern them, become wiser and more able to insure a permanent and steady success in the future.

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CLARK & JOHNSON,
Publishers, Erie, Pa.

ERIE, PA., AND BUFFALO, N. Y., OCTOBER AND NOVEMBER, 1886.

RENEW your subscriptions.

This itinerant penman is happy these days.

The American Penman appears with this issue as a Bi-Monthly, and the subscription price is only thirty cents per year. Subscribe now.

Every young man seeking a start in life ought to have a business education. It is the best capital with which to begin.

Considerable interest is being manifested in commercial education just now. Many of the Business Colleges report the fullest attendance ever known.

Clark's Business Colleges, Erie and Buffalo, are liberally patronized, and there seems to be a growing interest in commercial education everywhere.

Teachers of accounts who have not seen a copy of *Clark's Progressive Book-keeping* ought to send for it, as the work will certainly meet the approval of any live teacher.

Let every teacher, whether he be engaged in commercial or public school work, aim to do his best by his pupils. They will always remember him kindly for any favors he may render.

The editor has been on the sick list for a few days, otherwise *The American Penman* would have appeared earlier. He promises to not do so again; therefore our readers will find the paper out on time hereafter.

During the winter months extra care should be exercised to see that the body is sufficiently clothed, in order that good health may be enjoyed, for there is no greater blessing to any one.

It is not the number of complicated flourished lines that is added to a letter that indicates good penmanship. On the other hand it shows bad taste, and the one who can write plain and fastest is the better penman. Practice upon plain forms, writing as rapidly as possible with the muscular movement.

In a recent issue *The Rochester Commercial Review* acknowledges its mistakes as shown in the September number of *The American Penman*, and claims satisfaction because the *PENMAN* republished its opinion of file scholarships. Well, we are satisfied too, and are heartily glad that the *Review* can find so much comfort in such an article. Strange, isn't it!

The specimens of improvement shown in this issue of the *PENMAN* indicate what any young person can do if he places himself under proper instruction. Neither Mr. Scheitne nor Mr. Powers possess any ability more than the average, and their improvement is the result of careful study and practice. There are many others that could do just as well if they were to put forth the effort.

Some years ago a wealthy resident of the State of Pennsylvania sent his daughter away to school, a commendable act in itself, but she had been in school only a few weeks when the father called on the principal to ascertain how his daughter was getting along with her studies. The principal informed the fond parent that his daughter would do considerable better if she had the capacity. "Well! well!" never mind that, I will buy her one," eagerly remarked the father, and he was greatly enraged when he found out that it would take more money than he could command to purchase it.

It seems strange that in this enlightened country there are so many who cling to the belief that good writing is either the result of practice alone, or else of a special gift from God. Either opinion is too erroneous for consideration, and we only call attention to it to show the folly of people in holding to such opinions. The writer has generally observed that it is in nearly every instance the poor writers who wish to excuse their horrible scribbling by putting forth either one of the arguments just cited, and if they were to stop and think a little while, they would not be quite so unreasonable. The secret of good writing rests on two conditions, viz.: a person

who is willing to learn, and one who can learn. The poor writer who possesses these two elements can take courage.

ARITHMETIC.

By J. C. Ryan, Teacher of Accounts in Clark's College, Buffalo, N. Y.

The object of all Business College students is to prepare themselves for the ordinary business of life, and such being the case, it should be the object of the teacher to teach only such parts of arithmetic as are essential to such preparation, and to teach them in such a manner that the student may acquire the most thorough knowledge of them in the least time. The first thing to be considered is what parts of arithmetic are essential to the business man, and as the average young man entering upon a business career, is found to be deficient in arithmetic, I would recommend that the primary elements be first thoroughly mastered. Of course it is not to be supposed that a student entering upon a business course knows nothing of this part of arithmetic, but practice is required to make him quick and accurate. Rapidly and accuracy are the two most essential things a student must know. And as we are constantly dealing with parts of things in nearly all that remains of commercial arithmetic, fractions deserve a more careful study than any other part of the subject. I dare say if we were to go back and ask the question, Why we invert the terms of the divisor when dividing by a fraction? we would find that nine-tenths of our teachers had never given it a single thought. Too much stress cannot possibly be placed upon the subject. It is also necessary that the student should have a thorough knowledge of denominate numbers, and a great many industries in which he may engage will require it. Next comes percentages, in which everything necessary to complete the course is involved. It is the terminus of all that comes before it, and should at all times be taught in connection with common fractions.

It is true that some of the subjects of which I have spoken do not properly belong to commercial arithmetic, but as I have already stated, a great many of our students are found to be very deficient in them, and such being the case it becomes a necessity to give some attention to those parts as well as to others.

The question now arises: How can they be successfully taught? and right here I will venture the assertion that if the text-books were abolished entirely, and a part of the time which is generally spent in class by solving complicated problems, which by such unacquainted students will never be understood, was spent by the teacher together with his student in discussing thoroughly the subject of their lesson, and the remainder in solving practical examples mentally, together with as much blackboard work as the teacher may deem necessary, it would be found much more advantageous to the student, and he would thereby become a mathematician rather than a mathematical machine.

A great deal of time is generally spent in committing rules and formulas, and solving problems by their directions. This I consider one of the greatest stumbling blocks that can be placed before the student. I would not advise their use under any circumstances. Time spent in this way, as well as in teaching a student to solve some complicated problem, is no better than throwing away the money.

The instructions of the teacher should be such as will tend to develop the men-

tal faculty. This well done, the complicated work will take care of itself, and while giving such instruction he should bear in mind that familiarity with the language of the book does not imply knowledge of its meaning. When complicated work becomes a necessity there is no more use for a teacher if he has thus far done his work well.

The skillful teacher will show the connection of each new topic with the topic already mastered, and thus make the pupil realize that he is dealing with principles already learned; but varied or extended work will and necessitate the difficulties arising in the lesson, and such explanations beforehand as will enable the student to perform his tasks intelligently and accurately. Teachers too often expect more of pupils than is reasonable. They should remember that they are dealing with immature minds, and must not expect pupils to suddenly grasp ideas that seem plain and clear to themselves. Patient repetition of instruction is an excellent virtue in teaching; thoroughness will secure more rapid progress than long lessons. If at any time it becomes necessary to introduce work that is in any way complicated, the teacher can, by the use of a little energy, furnish such as will have the desired effect, and furnish it at a time when needed. While if he adopts the use of the text-book he will engage in complicated work too soon, and thus discourage the student entirely. Its use as a guide will do very well, but the teacher who depends upon it for anything else will some day awake from an ignorant slumber only to find that his work, regardless of his many efforts, has been a complete failure.

The present is the age of practical education. Manual training schools are in some measure superseding those in which theory is taught exclusively. The apprentice system in the mechanical trades is broken down, and the hope of the country for mechanics and artisans for the future is in the hands of the instruction which is so rapidly becoming popular. But many who are advocating the new order of things enthusiastically have in the past put themselves on record as opposed to the commercial schools of the country. The prejudice which has existed against business schools, and the part of general business men in the past, has been almost phenomenal; and while it is not at present so apparent as it was a few years since, it still exists to an extent to warrant mention. The facts of the case are that the business schools of the country were the pioneers in the direction of practical education. That is, they were among the first to institute practical training in the direct lines in which a young man's life is to be spent and by which his livelihood is to be gained. The commercial schools have greatly improved in the last ten or fifteen years, and to-day there are many of them occupying positions of great respectability for such institutions, to attain even a short time since. The graduates of the best schools of this class at present, instead of being the laughing stock of the business men, as were some of those who took diplomas in the past, command positions comparable in responsibility and importance, to those covered by young engineers and graduates of colleges devoted to the professions. This is as it should be and we allude to these facts only in the sense of showing the rapid progress that practical education is making.—*The Office.*

A young lady book-keeper, who has just married, says that there shall be no side door to her house. She proposes to keep her husband in the single-entry system.—*Burlington Free Press.*

HOW HE FOUND THE ERROR.

A Book-Keeper's Strange Experience on a Sunday Morning.

The head book-keeper of one of the largest sewing-machine manufacturing companies in this city refuses to believe in occult philosophy, and is unable to account for an experience that he had some time ago. "In balancing my books," he said, "there appeared an error of \$3, insignificant enough in itself, but to a book-keeper as big as \$500 or \$3,000. Having five assistants, I set one of them at work to find the mistake. He failed to discover it, and after three days I put another man on its track, then a third, a fourth, and at last, after a week, a fifth. They were all capable men and searched diligently for the missing \$5, but were unable to find it. They worked together all the next week, but accomplished nothing. The figures stood as before, \$5 out of balance, and then I set to work myself. Night and day we pored over the big books, but still discovered no changes. The matter began to annoy me exceedingly, for never before had I known such an experience.

"For a whole week the six of us toiled in vain, I could not sleep for

lay down and fell into a deep sleep, from which I did not awake until 9 o'clock on Monday morning. After a hasty breakfast I hastened to the office, feeling like a new man. It seemed as if a burden had fallen from me, and I was walking on air. But when I reached the door I drew back. Had I been dreaming? No. There was the memorandum in my hand. Tremblingly I opened the book, and, sure enough, there was the error. I never told how I found it. I did not want to be laughed at, and then I was certain that I was not dreaming on that Sunday morning."—*New York Tribune.*

LESSON IN PENMANSHIP.

BY S. A. DRAKE.

No. 3.

Most students of penmanship, at the beginning, find themselves handicapped by an awkward position and an unsteady, spasmodic movement, which must be overcome before they can achieve any success in learning *real penmanship*, and in consequence of this fact it will be found necessary to give much attention, at the outset, to establishing a suitable position and movement. For this pur-

pose, chiefly, the preceding lessons presented many movement exercises, though they involve the use of the simpler elementary principles of small letters and capitals, thereby serving two ends.

Having studied the simpler forms of letters presented in the preceding lessons, the student is prepared to enter upon the study of the *extended letters*, those involving the use of the *fourth principle*, or *extended loop*. This principle consists of a *right curve* carried upward three spaces, an *oval turn* at the top, a *straight line* downward crossing the ascending stroke one space from the base line. The *straight line* is drawn on the *main slant*, or fifty-two degrees from the base line. The loop should be one-half space in width and two spaces in length.

The *l* is formed by adding a *right curve* to the lower extremity of the *straight line* in the loop. The *b* is like the *l*, except that the added *right curve*, one space in length, is carried upward one-half space from the *straight line* and is completed by a *horizontal right curve* carried well downward. The last two curves should not be so joined as to form a loop.

In forming the *h* we have a loop to which is added a *left curve* carried upward one space, and uniting, in an *oval turn*, with a *straight line* carried down to the base, terminating in an *oval turn* and *right curve*. It will be observed that

this letter is simply the *loop* and the last part of the *n* united.

The student should avoid falling into the error of making a curved or shaded line for the downward stroke in forming the loop, and in the *h* he should notice that the last downward stroke is a *straight line* on the *main slant* and consequently parallel to the downward stroke in the loop.

In the *k* we have the loop, a *left curve* upward one and one-fourth spaces, an *oval turn* and *right curve* downward and to the left one-half space, and a *straight line* downward to the base, terminating in an *oval turn* and *right curve*. The last downward line should be straight and but one-half space from the loop.

All of these letters should be thoroughly studied and practiced alone, after which they may be employed in short words. It is not well to practice upon a great variety of forms at one time. A single short word is sufficient to occupy the student's attention for half an hour at a time.

The *h* inverted presents the form of the letter *y*. The first part consists of the *left curve* upward, an *oval turn*, a *straight line* downward to the base, another *oval turn* and *right curve* up-

ward one space, to which is added an *inverted loop*.

The *inverted loop* added to the first part of the *a* constitutes the letter *g*.

The *f* consists of a *right curve* upward joined to the *inverted loop* and having a dot one space above the angle.

In the *t* the *straight line* of the *direct loop* is carried below the base two spaces, where, in an *oval turn*, a *right curve* is added on the right side and carried upward one-half space above the base line, at which point it touches the descending line and is finished by a *horizontal right curve*. The lower loop is one-half space in width.

The capitals *M*, *K*, *Q* and *X* presented in the copies all involve the use of the *sixth principle*. From the middle point of the downward stroke in this principle a *right curve* is carried upward one space, where an *oval turn* is made, from which a *straight line* is drawn to base, another *left curve* upward two spaces, an *oval turn*, a *straight line* to base terminating in an *oval turn* and *right curve* completes the letter *M*.

In the *K* we have the *sixth principle*, a compound curve carried downward from the top to the middle of the first part, a small loop and compound curve to base terminating in an *oval turn*.

The *Q* consists of the *sixth principle* with the lower extremity of the last downward stroke carried well to the left,

terminating in a flattened loop resting on the base line.

The *X* consists of the *sixth principle* and a *left curve* drawn from the top downward to base, terminating in an *oval turn*. The last downward stroke is but slightly curved.

While we have endeavored, by a minute description of each letter, to impress upon the learner's mind the forms he should imitate, he will discover that he must depend chiefly upon a close and critical study of the letters as presented in the copies, in order to fix firmly in his mind the form he hopes to gain sufficient skill to make. One must have a clear comprehension of what constitutes a correct letter before he can execute such letter. He can never learn to make beautiful letters by unking something very different. The general style of letters that is accepted as the standard by masters of the art of writing, is that best adapted to the purpose for which it is intended. Into these forms there enter all the elements of desirable penmanship as far as mere form is concerned. They possess beauty, legibility and simplicity, and admit of easy and rapid execution, and these forms every student of writing should thoroughly master.

l b h k luminous blooming hunting
g y f gauging younger flying
M miring Malicious Meraphim Kebec
K Kingdom Knowledge Quilting Quiet
Q Q Q Y Y Y b b b h h h

thinking of the error, which now seemed as big as a mountain on my shoulders. I did not enjoy my meals, and when Saturday night came I was miserable and utterly broken down in body and mind. My employers insisted upon my dropping the matter. It was too small, they said, to worry over. But I thought differently. My reputation was at stake.

"On the third Sunday after the search was begun I got up late, after a sleepless night and not walking in for exercise. My mind was on my books, and I paid no attention to the direction I took. My surprise, therefore, was genuine when I found myself at the door of the company's office in Union Square, for I certainly had not intended to go there. Mechanically I put my hand in my pocket, drew out the key, opened the door and went in. As if in a dream, I walked directly to the office, where I turned the combination and unlocked the safe. There were the books, a dozen of them in a row. I did not consider for one moment which to pick up. It was no act of volition on my part that my hand moved toward a certain one and drew it from the safe. Placing it on the desk, I opened it, and there before me, plain as day, was the missing \$5. I made a note of the page, put back the book into the safe, and went home. It was then noon. I

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TO THE BOYS.

Boys, are you looking out for yourselves? Are you saving all the money you can? Are you using your spare-time to the best advantage? I have no doubt but you all would like to make your mark in the world and become influential and respected citizens. But whether you obtain the object of your ambition or not lies within yourselves. Of course, it costs a great deal of self-denial and a vast outlay of brains and muscle, but the reward you will reap in after life will more than compensate for all your work.

If you are economical in the use of your money, the time will come when you will have an opportunity to strike out for yourselves. But if you haven't saved your money and are not ready, the opportunity will pass on to some one else, never to return again. No, boys, be wide awake to your own interests. See how you stand. See if you are on the right road to success. If not, get there as soon as possible. If you have fast friends, give them an arm at once. Give balls, theatres and the like a wide berth. Spend your spare time in improving your mind. Take up some useful and interesting study, and at the end of the year see how much you have gained by looking out for yourself. Try it awhile, boys, and see how it works.—*American Gleaner.*

SMILE WHENEVER YOU CAN.

When things don't go to suit you
And the world seems upside down,
Don't waste your time in fretting,
But drive away that frown;
Since life is oft perplexing,
'Tis much the wisest plan
To bear all trials bravely
And smile where'er you can.

Why should you dread the morrow,
And thus depose to-day?
For when you borrow trouble
You always have to pay.
It is a good old maxim,
Which should be often preached—
Don't cross the bridge before you
Until the bridge is reached.

You might be spared much sighing
If you would keep in mind,
The thought that good and evil
Are always here combined.

There must be something wanting,
And though you roll in wealth,
You may miss from your casket
That precious jewel—beauty.

Business is a constant struggle, an ever continuing competition for the lead. Some men go up, but many go down. It behooves every man to take all honorable means to draw trade to his place of business. If not, his more judicious and enterprising competitors will secure the very customers who should have been his. Putting all else even, the courteous dealer will catch and hold the most patrons. There is hardly any one who would not prefer to deal with a pleasant, genial business man in preference to one who is solemn or sour. People are fond of being entertained, and if a trifle of that commodity be thrown in with the wares the purchaser will be pleased and not only return, but bring other customers. We don't mean, of course, that they should go to an extreme or do aught that would be degrading, but there is a very safe distance between law and civility. The one has no relation whatever to the other and never can have.

Every business man, and in fact every man, will find it best to be pleasant

"BUSINESS."

(Extract from an address delivered by R. C. Spencer, of Milwaukee, Wis., before his students.)

The definition of business, which is the basis of our study here, of all our thought, and which will be the inspiration of your activities after you have passed out of this institution, is comprehensive. It is the soul of all worthy human effort. Every person born into the world with a healthy organization to make some effort to sustain himself in such condition as will make life worth living. Not content to live simply, he has a desire to live better and better. He therefore labors to improve his condition, and experiences teaches that the best conditions of life are only to be realized where there is constant improvement. Now the means of improvement are the forces of nature about us, and material which nature furnishes to our hands. Out of this we are to build our homes, clothe our bodies, and supply our daily wants. By the application of these forces and use of this material, we have

The combined capital of the firm of the Rothschild's is now placed by persons who pretend to know at the sum of \$1,000,000,000, one-half of it gained within the last twenty-five years, and the whole of it is scarcely more than a century. The founder of the family and fortune was Mayer Ansel, a poor clerk.

The minister's wife sat on the front porch mending the clothes of one of her numerous progeny. A neighbor passing that way stopped in for a friendly chat. A large work-basket half full of buttons sat on the floor of the porch. After various remarks of a gossipy nature, the visitor said:

"You seem to be well supplied with buttons, Mrs. Goodman."

"Yes, very well indeed."

"My gracious! if there ain't two of the same buttons that my husband had on his last winter suit! I'd know 'em anywhere."

"Indeed!" said the minister's wife calmly, "I'm surprised to hear it, as all

*A specimen of my own hand
writing on entering Clarke College*
A. C. Schieth

*A specimen of my penmanship after
taking the course in Clarke's Business
College, Erie, Pa.*
A. C. Schieth

The above specimen indicates the improvement in practical penmanship made by Mr. Schieth, who is now employed as assistant in the College office at Erie. Mr. S. is only 17 years old, and is a very fine penman.

And though you're strong and sturdy
You may have an empty purse
(And earth has many trials
Which I consider worse).
But whether joy or sorrow
Fill up your mortal span,
I'll make your pathway brighter
To smile where'er you can.

Exchange.

COURTESY AND CIVILITY IN BUSINESS.

There are many who seem to be the embodiment of generosity when the question of courtesy in business is mentioned. They seem to have an idea that when they put a price on their goods and offer them to the public they are proposing to give them full value for their money, and that is all the people have a right to expect. They argue that they propose simply a fair exchange and that is all that is necessary. They claim that they don't sell their attentions, don't want to sell them, only want to sell their goods. They imagine that they are trenching upon their own dignity and self-respect, and declare that they will not fawn upon and toady to buyers nor humiliate their own feelings of pride.

Such persons are not very likely to succeed in business to any great extent.

to those with whom he comes in contact. Kind words not only turn away wrath, but work wonders in making friends and patrons. Good will is a recognized stock in business, and it is but the result of fair dealing and kind treatment. Courtesy and civility, without any reference to one's goods, draws people to us in every avenue of life, and the lack of them as surely drives them in the opposite direction, and he who does not regard the feelings and tastes of the people may as well shut up his business doors and seek an employment where association with others is not necessary.—*Gen. City Journal*.

Henry Ward Beecher once said, "When you educate a farmer you educate his stock, his crops, you increase his producing powers and the value of the property he invests in. When you educate mechanics, you educate better products, finer things for the market. When you educate men, you educate all the material round about that comes under their hands." This is being realized more and more every year, and our schools are being filled to overflowing thus showing that education is a necessary and a good thing in all classes of business.—*School Visitor*.

made of the world a comfortable place in which to live, a grand theatre of activities. The mental grasp of our activities, industries, commerce, institutions, relations and affairs tax heavily the powers of the great men of the world. Men who have the capacity to organize, direct and sustain these enterprises, hold in proper order these elements, but they give direction to vast multitudes of human beings who have not the capacity to direct themselves—the workers of the world who are guided and inspired by the captains and leaders of business.

The little time you will spend in business preparation here will, I trust, fit you to take a broad view of the world of activities in which you are to enter, and will enable you to occupy positions of the highest usefulness and responsibility in the world of business, and make you ultimately, in the best sense of the term, business men and women.

"You say not well, my friend, if you think that a man who is good for anything at all, ought to take into account the chance of living or dying, and not rather, when undertaking anything, to consider only whether it be right or wrong."

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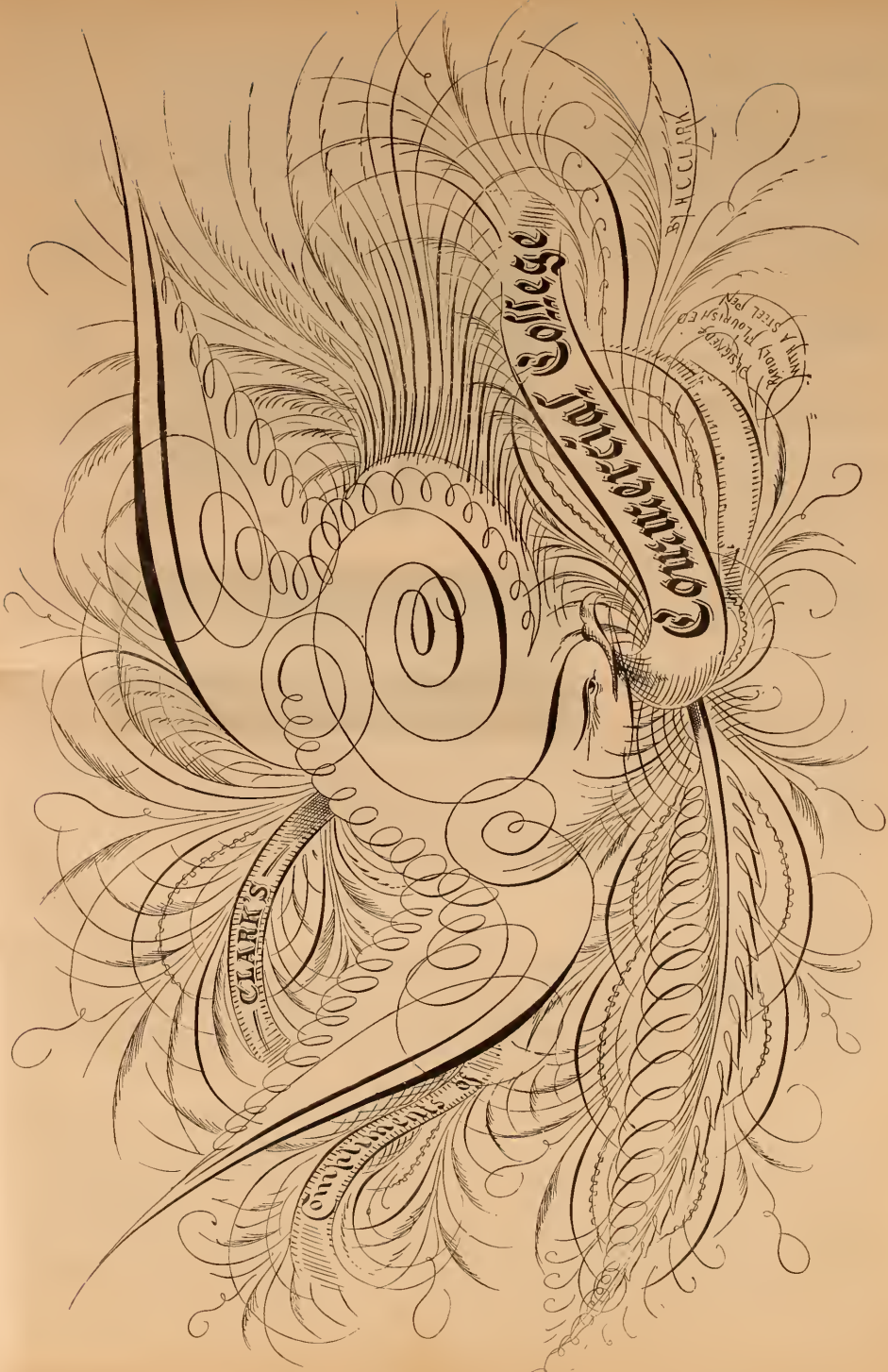
of these buttons were found in the contribution box. I thought I might as well put them to some use, so I—what, must you go? Well, be sure and call again soon."—*Merchant Traveler*.

THE CENTRE OF POPULATION.

The centre of population of the United States is steadily moving westward, at the rate of about fifty miles every ten years. The following is the centre point at each census:

1790—23 miles east of Baltimore.
1800—18 miles west of Baltimore.
1810—40 miles northwest of Washington.
1820—16 miles north of Woodstock, Va.
1830—19 miles west by southwest of Moorefield, W. Va.
1840—16 miles west of Clarksville, W. Va.
1850—23 miles southeast of Parkersburg, W. Va.
1860—20 miles south of Chillicothe, O.
1870—48 miles east by north of Cincinnati.
1880—8 miles west by south of Cincinnati.

"Those in best repute seemed to me not far from the most deficient; while others held to be inferior, were really superior, as far as wisdom was concerned."



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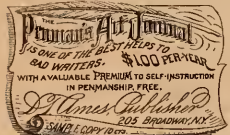
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"Persons who are endeavoring to improve their handwriting will find efficient aid in this Journal."—*Frank Leslie's Boy and Girl's Weekly*.

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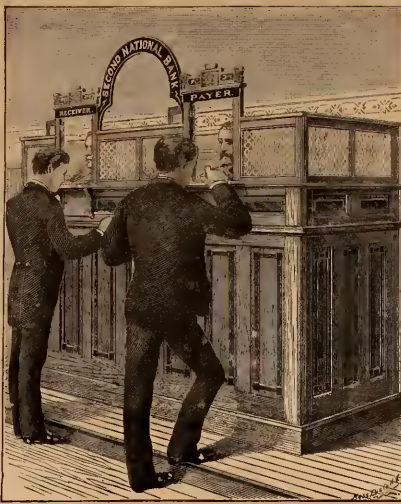
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